

Summit Barrier: Asia Wary of Washington's Economic Aims For Clinton, High-Stakes Personal Diplomacy

By Paul F. Horvitz International Herald Tribune WASHINGTON — For the United States, the Asia summit set to unfold in Seattle next week is really about three basic things: jobs, influence and personal chemistry.

disarray as they wage uphill battles to secure a world trade accord by Dec. 15 and win congressional ratification next week of the North American Free Trade Agreement.

Region's Leaders Won't Hurry Toward a Deal

By Michael Richardson International Herald Tribune SINGAPORE — Offered the vision of a united and powerful Asia-Pacific economic community by President Bill Clinton, many Asian leaders going to the Seattle meeting next week are adopting a cautious stance.

Americans fear a loss of jobs that would outweigh the benefits of open markets, said Prime Minister Goh Chok Tong of Singapore.

UN Imposes New Curbs on Libya Over Jet Bombing

But, Bowing to Europe, Council Stops Short of Embargo on Oil Sales

UNITED NATIONS, New York — The Security Council on Thursday imposed new sanctions on Libya, freezing assets and banning the sale of some oil equipment to the North African nation for refusing to surrender two suspects in the bombing of a Pan Am airliner over Scotland five years ago.

As Debate Heats Up: Why NAFTA Matters to the World Economy

By David E. Rosenbaum New York Times Service WASHINGTON — The political debate over the North American Free Trade Agreement is not about tariffs or domestic content rules or side agreements on labor and the environment. It is not even mostly about trade with Mexico.

And the debate is about the fate and frustrations of American workers, who have seen the number of good factory jobs decline and family incomes stagnate.

These changes are extremely promising to some Americans and terrifying to others. This is one of the first chances politicians have had to vote on a matter involving the place of the United States in the world economy since international communism ceased being the overriding threat to security.

bat — in the garment industry, for example. And it is sure to improve commerce around the Mexican border. So legislators with many garment workers will certainly vote against the measure, and those with districts along the Mexican border will vote for it.

Exodus of GIs Is Hard for Troops, Hard On Germany

By Craig R. Whitney New York Times Service ERLANGEN, Germany — Where the largest tank brigade in the United States Army was once stationed, there is now only a huge, empty parking lot, barracks and a vacant 8,000-acre training area that the 2d Brigade of the 3d Infantry Division will soon turn back to the Germans.



DEADLY INFERNO ON FRENCH EXPRESSWAY — A fire fighter alongside the wreckage of a tanker truck that caught fire on the Paris-Bordeaux expressway, leading to a 41-vehicle pileup that killed at least 15 people and injured 47. The toll in the collisions on Wednesday night was the highest in a French highway accident since 1982. Page 4.

U.S. Will Cancel Sanctions if China Hardens Vow on Missile Exports

By R. Jeffrey Smith and Daniel Williams Washington Post Service WASHINGTON — The Clinton administration has offered to cancel the trade sanctions it recently imposed on China for its having exported components of long-range missiles to Pakistan, if Beijing promises not to allow such exports in the future, administration officials say.

Huaqiu, told Undersecretary of State Peter Tarnoff at an unpublished meeting in Washington on Nov. 4 that Beijing was seriously considering the proposed deal.

that on such missiles and related components would be exported to Pakistan or any other country in the future.

Several officials, who spoke on condition they not be identified, said details of the arrangement could be completed in time for the Nov. 19 scheduled summit meeting between President Clinton and the Chinese president, Jiang Zemin.

partly because Beijing has said nothing about it since Mr. Liu's departure last week. Others said that the administration had not decided how hard to press for the agreement before the summit meeting begins, partly because of suspicions that China may have sent finished M-11 missiles — not just missile components — to Pakistan.

EC Invites Yeltsin To Brussels Talks

MOSCOW (Reuters) — The European Community on Thursday invited Boris N. Yeltsin to visit Brussels for a top-level meeting just before the Russian parliamentary election next month.

Table with market data: Dow Jones Down 1.12, Trib Index Up 0.22%

Table with exchange rates: The Dollar, DM, Pound, Yen, FF

Business/Finance Australian investors oppose News Corp.'s plans for supervoting shares. Page 17.

Rating the World's Best Restaurants: TOKYO

Leisure When Game Boy is long gone, what will kids be playing? Maybe marbles. Page 10. Book Review Page 11.

Cure, or the Disease? Beijing's Austerity Imperils Investment

By Patrick E. Tyler New York Times Service SHENYANG, China — Last summer, when thousands of regional Communist Party bankers were printing money to finance their capitalist dreams, the country's leaders in Beijing clamped down with an austerity drive to rein in a runaway economy.

Bank lending stopped suddenly, under orders from central authorities to recoup tens of billions of dollars of state loans made in a frenzy of unauthorized investment.

duction at some foreign corporate ventures and dried up bank credits that were financing new factories for foreign partnerships.

that would be likely customers for the trucks do not have the money to buy them.

Naples to Elect a Mayor, but Can City Really Be Run?

By Alan Cowell New York Times Service NAPLES — It is voting season here, and everywhere the Neapolitans look they are being offered a choice for mayor — a neo-Fascist or a former Communist or a candidate from one of the many hybrid tickets reflecting Italy's confusion of the hour.

many councilors are under suspicion of corruption. The city is also bankrupt, with \$1.5 billion in unpayable debts.

local version of the Mafia whose 42 clan bosses are not especially interested in turning their haven of extortion, narcotics and cigarette smuggling into the world's best-run city.

Amato Lamberti, a leader of the city's Greens environmental group, concurs, saying, "The forces against change outnumber the forces in favor of it."

Handwritten Arabic text at the bottom of the page.

On Stage in Israel: The Nation's Religious-Secular Struggle

By Clyde Haberman
New York Times Service

TEL AVIV — Aryeh Fleischer, who survived the Holocaust and fought for the young state of Israel, owns a butcher shop, and not a successful one. Old customers have left the neighborhood, and the newcomers, all black-hatted Orthodox Jews, are not about to buy anything from a purveyor of nonkosher meat.

Deciding he has no choice, the butcher stops selling ham, starts wearing a yarmulke, attends synagogue and pays a rabbi the requested sum for a document certifying that his shop is kosher. But it is all to no avail, because his new neighbors do not want him to join them. They want him out. It is plain to anyone with eyes that no good will come to this aging man and his wife, Berta.

The butcher is the title character in a play called "Fleischer," a name that means "meat man" in Yiddish, and although months have passed since it opened in Tel Aviv, it steadily rubs away at already raw relations between Israel's secular and religious Jews.

Disputes over the drama, including

several in parliament, underline the sense that the religious-secular struggle for primacy in the national soul remains as strong as ever.

"All I am saying is, Beware," said the playwright, Yigal Even-Or, who wrote "Fleischer" in 1985 and then for years found no one willing to produce it because of the subject matter. "Beware these kinds of religious-secular battles. They have brought Jews to ruin before, and they can again."

Orthodox leaders in parliament, denouncing the play as anti-Semitic, have tried to shut it down under a section of Israeli law prohibiting material that offends religious sensibilities.

The attorney general's office began an investigation a few months ago. But nothing has come of it, and prosecutors seem reluctant to press the matter because of the questions it would raise about freedom of expression.

Still, many Israelis understand the displeasure of the Orthodox. Mr. Even-Or, a secular Jew, has filled his stage with religious men and women who are narrow-minded, money-grubbing, foul-smelling cheats.

The secular characters do not look much better, a shabby lot on the whole, believing in nothing.

"I'll show them," Fleischer says at one point. "I've survived the Germans, the Russians, the Poles, the Parisians, the British and the Arabs. I'll survive these Jews, too."

For secular Israelis, by far the majority of the audience at the Cameri Theater in central Tel Aviv, the play has been something of a catharsis. Even after the performance, hundreds of them have remained in their seats for debates held on stage between religious figures and the play's producers.

Each time the Orthodox attack the play as intolerant, and they are greeted by hoists and shouts from secular Jews who say they are fed up with religious restrictions.

"I would expect that a work of art would promote coexistence," Avner Shaki, a leader of the National Religious Party and a former religious affairs minister, protested one night on stage after describing the scenes of Orthodox duplicity as distortions.

"You're a liar!" a middle-aged man shouted, leaping to his feet. Others in the audience denounced Mr. Shaki.

The battle keeps taking new forms. Several disputes erupted this summer over religious rites for recent immigrants from the former Soviet Union whose Jewishness was in question.

It was disclosed that before interring Russian men who had not been circumcised, some Orthodox-controlled burial societies performed ritual circumcisions on the corpses without asking the families for permission.

Then, to protect Orthodox sensibilities, a young Soviet-born soldier who had been shot and killed by Palestinians in the West Bank was buried at the periphery of a Jewish cemetery, away from other graves, because his mother was not Jewish and therefore, under religious law, neither was he.

Prime Minister Yitzhak Rabin was one of many outraged Israelis who argued that if Corporal Lev Pisahov was good enough to have died for Israel, he was good enough to be buried alongside other

Jews. His body was moved to the center of the cemetery.

For their part, many ardent Orthodox Israelis resent their secular brethren for not showing enough understanding. They have been offended, repeatedly, by tradition-challenging remarks from Shulamit Aloni, Mr. Rabin's communications minister and former education minister.

Most recently, they have been troubled by a campaign to permit the import of nonkosher meat, something that has never happened but that the High Court of Justice said should be allowed.

More is at stake than individual choice, said Rabbi Avraham Ravitz, a member of parliament from the United Torah Judaism party who wants to block these imports and who joined the attacks on "Fleischer" as "an anti-Semitic play of the sickest kind."

"The question is whether we want to stay as a Jewish country with the few symbols that we have — and we don't have too many of them — or are we going to be just another country in the Middle East," he said.

WORLD BRIEFS

A Yeltsin Foe Charges Dirty Tricks

MOSCOW (Reuters) — A leading nationalist foe of President Boris Yeltsin accused the Russian leadership on Thursday of using dirty tricks to hobble the opposition before next month's parliamentary elections.

Sergei Baburin, a lawyer from Omsk, said at a news conference that the exclusion of his party on technical grounds was part of a campaign of harassment by state authorities.

His criticism found an echo in a respected daily newspaper as formal electioneering began across the vast Russian Federation for the Dec. 12 poll. Nezavisimaya Gazeta said moves were under way to crush the opposition and leave Mr. Yeltsin with "the power of life and death," following publication of a draft constitution that will make the president the supreme authority in the land.

Kashmir Muslims Abandon Talks

SRINAGAR, India (AFP) — Kashmiri Muslim leaders withdrew abruptly Thursday from efforts to end their 27-day army siege of the Hazratbal mosque. They called for a mass march on the shrine Friday, the Muslim sabbath. The authorities immediately imposed a curfew.

The All-Party Kashmir Freedom Conference, an umbrella group of 27 political and militant parties, accused Indian authorities of intimidation in negotiations for an accord with Muslim rebels held up in Hazratbal. Any mediation by the conference would be a "total disaster," because of the "rigid and ill-advised attitude" of the government, the organization said in a statement, adding that it had decided to distance itself from the negotiations.

Shell Refuses Haitian Fuel Order

PORT-AU-PRINCE, Haiti (AP) — A judge on Thursday ordered two American oil companies to release fuel supplies frozen under United Nations sanctions. A third distributor, Shell, said it would refuse to comply with a similar order.

Civil Court Judge Henock Voltaire gave Texaco and Esso 24 hours to begin deliveries to independent stations, said a lawyer for the National Petroleum Distributors Association, which sued to free the supplies.

The same order was issued Wednesday to Shell Co. (W.V.I.) Ltd. But the British company issued a statement Thursday in New York that it would not go along. By sitting on their local fuel reserves, the distributors have been complying with UN sanctions intended to force Haiti's military to restore democracy. U.S. and other washups offshore are ensuring no further oil supplies reach Haiti.

A Harsh Apartheid Law Is Excised

KEMPTON PARK, South Africa (AP) — Negotiators striving to finish South Africa's interim constitution agreed Thursday to excise one of apartheid's harshest laws, which permitted detention without trial.

But representatives of the African National Congress and the white-led National Party government were still apart on the details of power-sharing after the nation's first multiracial election April 27.

Negotiators extended until Monday their deadline for a final accord on a new constitution and bill of rights. It would pave the way for the historic vote that will allow South Africa's black majority to run the government.

Pope Trips, Fracturing Shoulder, And Is Kept in Hospital Overnight

ROME (NYT) — Physicians ordered a night's stay in the hospital for Pope John Paul II on Thursday after he tripped on the hem of his robe during an audience for United Nations officials and fractured and dislocated his right shoulder, the Vatican said.

The Pope, 73, was given a general anesthetic after the accident while doctors corrected the dislocation and creased the shoulder in a soft cast that he will wear for a month, according to a statement by his spokesman, Joaquin Navarro-Valls.

Emilio Tresalti, the medical superintendent at the Gemelli Hospital, where the Pope was treated, said that John Paul "has not lost his spirit or his sense of humor."

The Pope was treated in the same hospital after a 1981 assassination attempt and, last year, for surgery to remove a large tumor from his colon. Since then, his physicians have reported that he was in good health.

The Pope tripped as he descended the three steps from the papal throne to welcome a delegation from the UN Food and Agriculture Organization. Vatican officials said he rose unassisted after falling but complained of pain in his arm.

Former Neo-Nazi Gets a Book Bomb

BERLIN (Combined Dispatches) — A book bomb was sent to a man who abandoned the neo-Nazi movement amid wide publicity, the police said Thursday.

The parcel was addressed to Ingo Hasselbach and sent to his mother's address in East Berlin. She saw wires when she opened it Wednesday and notified the police, who sent explosives experts to defuse the device.

Mr. Hasselbach, 26, was once a well-known Berlin figure in the National Alternative, a neo-Nazi group. He gave up the extremist cause last year after three Turks died in an arson attack in Mölin. So earlier, he has been interviewed on television and for newspapers and is co-author of a book titled "The Reasoning: A Neo-Nazi Drops Out." In the book, he said he had received death threats and now spent much of his time in Paris for safety from his former comrades. (AP, Reuters)

For the Record

Morocco has its first Jewish minister since 1957. Serge Berdugo, 55, the minister of tourism, is president of the Jewish Communities Council, which represents the estimated 8,000 Moroccan Jewish citizens. King Hassan II named a new cabinet Thursday. (Reuters)

TRAVEL UPDATE

El Al Israel Airlines will start a weekly flight to Bombay on Dec. 9, the first direct air link between Israel and India. (AFP)

Rome issued private cars from the streets for four hours Thursday from 3 P.M. until 7 P.M., because of the dangerous level of the poison gas carbon monoxide. The ban followed an increase in pollution Tuesday and Wednesday. City authorities said they expected to have to enforce the same ban Friday unless there was a change in the weather. (AFP)

Unbeknownst plans to build an airport in Tyneburn as part of its goal of becoming a hub for air traffic between Europe and Asia. It tendered its estimate for the first stage at \$458 million to \$500 million. British Aerospace and a combination of France's ADP and Sofair completed feasibility studies in September, the government said. (Reuters)

Ease Up on Serbs, Hungarians Urge

By David B. Ottaway
Washington Post Service

BUDAPEST — Hungary has become the latest European nation to signal its strong desire to see sanctions against Serbia eased as the prospect for an early Bosnian peace settlement fades and the economic backlash against neighboring states worsens.

The issue could well provoke a new rift between the Clinton administration and Europe over how to deal with Serbia, the country that the United Nations has held responsible for igniting the worst outbreak of fighting in Europe since World War II.

The United States has been leading the drive to tighten the economic and financial sanctions against Serbia and has met with considerable success lately. Serbia now finds itself in dire straits as a result of hyperinflation and acute shortages of basic foods, fuel and medicine brought on largely by the punitive measures.

Virtually all of Serbia's neighbors, however, except its main enemy, Croatia, now want a reassessment of the sanctions policy in light of the stalemated peace process and the damaging effects to their own economies of the trade embargo.

It is not just countries like Greece and Romania, traditionally friendly toward Serbia, that are behind the new campaign to ease the sanctions. Hungary, widely regarded as pro-Croatian in its sympathies, has come around to the same position, while France and Germany are launching an initiative aimed at ending the sanctions.

France and Germany came out this week with a joint proposal that would cancel the sanctions provided that Serbia persuaded its Bosnian Serb allies to relinquish about 3 percent more of their conquered lands for the creation of a Muslim-dominated republic inside Bosnia.

The Muslim-led Bosnian government rejected a plan in September for the partition of Bosnia into

three ethnically based republics, arguing that it did not provide enough land for a Muslim state.

The French-German conditions for lifting sanctions are far less stringent than those contained in the latest United Nations resolution. It links any easing of punitive measures against Belgrade to a settlement not only of the Bosnian conflict but also of the unresolved Serbian-Croatian conflict.

Hungary's opposition to the sanctions was made clear earlier this week by Foreign Minister Geza Jeszenszky, who said that the UN-imposed trade boycott of Serbia had cost his country \$1.2 billion so far and was crippling its economy.

"What we cannot really accept and is very much against our interests, as it is against those of Romania and Bulgaria, is to maintain this kind of low-level war and the sanctions without being able to achieve a political settlement," he said.

Noting that sanctions had lasted for decades against South Africa, the Hungarian spokesman said "that is something which would be catastrophic for neighboring states here."

"They cost relatively little for the sanctions in Western Europe or the United States," he said. "They cost a very high amount for us. They are crippling our economy."

Mr. Jeszenszky called for "some very serious thinking with our Western partners" about where the sanctions policy was leading the region. At the very least, he said, Hungary and other neighbors of Serbia bearing the brunt of the sanctions backlash should be compensated in some manner.

He suggested one such compensation might be low-interest, long-term loans from Western financial institutions like the World Bank.

His strong attack on the UN sanctions policy seemed particularly significant since Hungary had applied them so strictly that at one point it held up UN humanitarian assistance for Bosnia that was passing through its territory.



Cars lined up to cross into Roszke, Hungary, for goods that cannot be obtained in the former Yugoslavia due to the UN embargo.

Bosnia Aid Escorts Threaten to Hit Back

Compiled by Our Staff From Dispatches
ZAGREB, Croatia — United Nations troops escorting aid convoys in Bosnia are at the point of using force to defend themselves because of repeated attacks, their commander said Thursday.

Continual targeting of convoys by all sides in the Bosnian civil war was going too far, said General Jean Cot.

UN aid convoys were suspended last month after a Danish soldier was killed in what the United Nations says was "almost certainly" a homicidal attack, probably by Bosnian Muslims.

"I think that we have reached the limit of acceptable interference from the parties, who are handicapping and hampering the movement of humanitarian convoys," General Cot said at a news conference.

"There is no doubt that we are

approaching the point where force will have to be used."

But, he added: "There is no excuse for intervening with force before we have the means to do so."

A military directive, he added, "will be implemented as soon as the secretary-general decides to resume convoys." General Cot was speaking on return from a meeting with Secretary-General Boutros Boutros Ghali in New York.

General Cot repeated calls for more troops for the UN Protection Force, which has about 25,000 soldiers in the former Yugoslavia.

From 6,000 to 12,000 troops would be needed to secure the main aid route from the Croatian coast to Sarajevo, he said.

In the meantime, the general said, force could be used "locally."

"I think we can do it today, with all the drastic consequences this

would have for the international community," he said.

Bosnian Serbs on Thursday released two security guards that they had abducted from a UN armored vehicle, resolving a standoff that had prevented the evacuation of more than 100 Serbs from Sarajevo. The Muslim-led Bosnian government had blocked the evacuation in retaliation for the abduction. After the guards were freed buses left Sarajevo with the evacuees.

The guards who were abducted had been accompanying Sarajevo's Roman Catholic archbishop, Vinko Pulic, and two priests in a UN convoy, but General Cot said UN soldiers with the convoy could have done little to prevent the abductions.

"One of the options would have been to open fire," he said. "The result would have been that a bishop and two priests would be in heaven today."

UN troops have been targeted in other incidents. A spokeswoman for the UN Protection Force, Shannon Boyd, said that unarmed UN military observers had been shot at with multiple rocket launchers in Gorazde in eastern Bosnia earlier this week.

A Nordic UN company went to reconnoiter a village near the central Bosnian town of Vares on Wednesday, but retreated after coming under artillery fire from Bosnian Serbian forces dug in further east, a UN spokesman said.

In another incident, UN engineers came under fire while repairing pylons on a front line outside Sarajevo. A UN armored vehicle shot back with its heavy machine gun and the hostile fire stopped. (Reuters, AP, AFP)

Kiev Security Officer Cites Atomic Theft

By Robert Seely
Washington Post Service
KIEV — A top official in charge of security at Ukraine's nuclear power stations has painted a picture of dangerously lax conditions and sloppy standards.

As a result, Anatoli Maruschak said Wednesday, thieves were able to walk out of the Chernobyl nuclear power station with two uranium-filled reactor rods, officials discovered late last month.

"Our atomic power stations are not secure against theft," he said.

Western nations have repeatedly expressed concern about safety and policing standards in Eastern Europe's nuclear power industry. Mr. Maruschak's comments are likely to increase that concern.

The Chernobyl power station, scene of the world's worst nuclear accident in 1986, is a special target of attention. Despite the theft and Chernobyl's acknowledged poor safety record — legislators in the former Soviet republic voted last month to overturn an earlier

decision to close the power plant.

Mr. Maruschak, an Interior Ministry official in charge of Ukraine's nuclear defense coordinating team, said only one of the country's five nuclear power plants was equipped with isolation doors and electronic passes.

"In Western countries, only some specific people can be admitted to premises where nuclear fuel is stored," Mr. Maruschak said. "Such a registration system has not existed here for the past few years."

A combined police and secret service team, he said, was still looking for the thieves who stole the Chernobyl fuel rods.

The 3-meter (10-foot) zirconium rods and the 454 uranium pellets they contain are valued locally at more than \$1 million.

"This looks like the work of a specialist, someone who knows the price and value of the fuel rods," Mr. Maruschak said.

The Ukrainian police, he said, still do not know when the theft took place. "We think it was some-

time this year," he said. "We should know soon."

With hyperinflation, economic decline and a drastic drop in living standards plaguing Ukraine, nuclear safety has dropped on the government's list of priorities. The same has happened in many neighboring states.

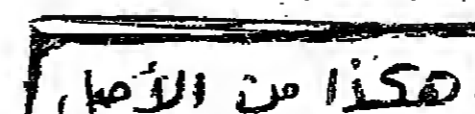
Thefts from nuclear power stations are nothing new in the former Soviet Union. Authorities in Belarus, which borders Poland, admit their republic served as a conduit for smugglers trying to export uranium to the West.

So far, however, smugglers have not been able to get hold of weapons-grade uranium.

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STATESIDE / 'TOUGH LOVE'

High Blood Pressure Drug Also Helps Diabetics

By Gina Kolata

New York Times Service

NEW YORK — In a finding that has elated researchers, a large study has shown that a drug used to treat high blood pressure can sharply slow progression to kidney failure in diabetics.

Diabetes and kidney experts said the results promised to ease enormous suffering and save billions of dollars in health care costs.

Dr. Harry Jacobson of Vanderbilt University in Nashville, an expert on kidney disease and diabetes, said that half of all people with Type 1 diabetes eventually developed kidney disease.

Dr. Brenner also found that high blood pressure in the glomeruli was unrelated to blood pressure in other vessels.

Republicans Tie Welfare To Plan for Workweek

By Jason DeParle

New York Times Service

WASHINGTON — House Republicans have struck first in what promises to be a divisive debate over welfare, unveiling a plan they called "tough love" to make welfare recipients spend 35 hours a week working off their benefits.

POLITICAL NOTES

State Dept. Looks to Other Agencies' Funds

WASHINGTON — Faced with the erosion of its foreign aid budget, the State Department has begun a campaign in the Clinton administration to direct funds from other federal agencies into foreign assistance programs.

Balanced-Budget Backers Agree to Breathe

WASHINGTON — Reluctant to thwart their colleagues' desire to adjourn by Thanksgiving, Nov. 25, supporters of a constitutional amendment to require a balanced budget have agreed to put off action on it until February.

84% in Polls Want Health System Overhauled

WASHINGTON — A large majority of Americans believe the U.S. health system needs fundamental change or complete rebuilding, according to a Harris poll.

Quote/Unquote

President Clinton, on the claim by Edward J. Rollins, the Republican campaign manager in the New Jersey gubernatorial election, that he had paid black ministers not to encourage their normally Democratic parishioners to vote: "People have died to this country, given their lives, to give other Americans, especially African Americans, the right to vote. And this allegation, if it is true, and I say it is true — I don't know what the facts are — but if it is true, then it was terribly wrong for anyone to give money to anybody else not to vote or to depress voter turnout."

Fallout From Debate: Perot Loses Some Shine

By Dan Balz

Washington Post Service

WASHINGTON — For Ross Perot, things may not be so simple anymore. The early returns from polls and analysts show that Vice President Al Gore's big gamble to debate Mr. Perot is paying off.

Mr. Gore's performance in the televised encounter, in which his aggressive style often left Mr. Perot appearing testy and irritable, may have changed the way politicians in both major parties deal with the Texas businessman in the future.

"I think the first person has just said, 'The emperor has no clothes,'" said Cecelia Lake, a Democratic poll-taker.

Mr. Perot has occupied a special place in politics since his independent presidential campaign in 1992, serving as a voice and a vehicle for voters alienated from the two parties and frustrated at the gridlock in Washington.

Many of those voters remain just as angry about the two parties and business-as-usual in Washington. But in choosing to stake his movement on a battle to defeat the North American Free Trade Agreement, Mr. Perot cast himself more as a political partisan than a neutral arbiter of the national interest.

President Bill Clinton's poll-taker, Stan Greenberg, said the trade pact, known by its acronym, NAFTA, offered the administration an issue on which Mr. Clinton could appear to be a forward-looking leader in contrast to Mr. Perot's defense of the status quo.

Mr. Greenberg said. William Kristol, a Republican strategist, said Mr. Perot could still emerge a big winner if the House votes down the trade pact on Wednesday. "The vote is still more important than the debate," he said. If the pact is defeated, Mr. Kristol added, it strengthens the hand of Mr. Perot and of another NAFTA opponent, Patrick Buchanan, the conservative columnist and former Republican presidential candidate.

Political analysts cautioned that the full impact of the debate was still unknown. They said no one yet knew how Mr. Perot's performance played with the roughly 20 percent of the electorate who have seen him as their leader.

A Republican poll-taker, Ed Goetz, said Mr. Perot could recover by aggressive lobbying on Capitol Hill before the vote. "Does he flex his muscle with members to show that they have something to fear from his organization?" Mr. Goetz asked.

But Paul Begala, a Clinton political adviser, said the debate might have signaled a renewed effort by the administration to compete for Mr. Perot's voters.

"They ought to be called independent voters, not Perot voters," Mr. Begala said. "His ability to reach those independent voters is compromised by his inability to articulate a positive message or a substantive message."

A Democratic poll-taker in Illinois, Mike McKee, said the Perot movement "symbolizes a condition that exists inside the electorate" more than it represents a belief in his leadership.

According to Miss Lake, those alienated voters "may have increased reservations about Perot as a candidate."



PAYING RESPECTS — President Bill Clinton lying a wreath Thursday at the Tomb of the Unknowns at Arlington National Cemetery, near Washington, during Veterans Day ceremonies.

'Didn't Happen,' New Jersey Winner Says of 'Stay Home' Bid

By Thomas B. Edsall and Malcolm Caldwell

Washington Post Service

WASHINGTON — Christine Todd Whitman, the Republican governor-elect of New Jersey, says her campaign manager, Edward J. Rollins, was "off the wall" when he boasted that the campaign paid to suppress the turnout of black voters.

At a news conference in Trenton on Wednesday, Mrs. Whitman made public a letter from Mr. Rollins in which he renounced his claims the day before that as much as \$500,000 was channeled to black ministers and precinct workers in a calculated effort to keep the normally Democratic black vote to a minimum.

ministries and precinct workers in a calculated effort to keep the normally Democratic black vote to a minimum.

"It did not happen," she said at a news conference.

Mr. Rollins wrote that his remarks at a breakfast meeting with reporters "crossed the line from an honest discussion of my views to an exaggeration that turned out to be inaccurate."

"I went too far," he said. "My remarks left the impression of something that was not true and did not occur. I know that. The Whitman campaign, which I managed, itself in no way sponsored, funded or sanctioned improper voter turnout activities."

His statement is in direct contrast to his comments on Tuesday. At the time, he said the Whitman campaign financed a drive to suppress black voter turnout by offering donations to black ministers who had endorsed the Democratic governor, Jim Florio. In return, they were asked not to tell parishioners that "it's your moral obligation to vote, to vote for Jim Florio."

Disident Democratic precinct workers were asked, Mr. Rollins said, in a reference to the Florio

campaign: "How much have they paid you. We'll match it. Go home, sit and watch television."

After years in which Republicans have been portrayed by their opponents as a white people's party that practices electoral dirty tricks, party loyalists seethed with fury and frustration over Mr. Rollins's behavior. The New York Times reported from Washington.

In his letter, Mr. Rollins said he had exaggerated, but he did not offer a new version of events. The merest suggestion that such an operation had taken place threatened to revive bitter memories among blacks of past slights, including the advertisements featuring Willie Horton, a convicted black rapist, that the Republicans used against Michael S. Dukakis in the 1988 presidential campaign.

Among Republicans, apprehensions about such a backlash were increased by resentment toward Mr. Rollins, an adept but often boastful operative whom many have never forgiven for his abandonment of the party in 1992 to run Ross Perot's presidential campaign.

West Presses for UN Rights Monitor

By Paul Lewis

New York Times Service

UNITED NATIONS, New York — The United States and a group of more than 20 Western and developing countries have decided to press ahead with a plan to create a new post of high commissioner for human rights to monitor respect for fundamental human freedoms around the world.

The step came after a key United Nations committee said it was deadlocked on the proposal.

The decision appeared to put these 20 countries, which also include the 12 European Community members, Canada, Australia, Russia and Japan as well as Costa Rica, Mali and Mauritius, in conflict with China and a group of mainly Asian nations, led by Indonesia and Malaysia, who are critical of the plan.

Creating a high commissioner for human rights was the main recommendation to come out of a governmental conference on promoting respect for rights that was organized by the United Nations in Vienna last summer.

But many developing countries are opposed to the position, seeing it as another attempt by Western countries to impose their political values on the rest of the world.

They have forced the committee that deals with social, humanitarian and cultural affairs to say it cannot agree how to translate that recommendation into a concrete General Assembly decision.

As a result of the deadlock, the United States and other members of a group that supports creating such a post have circulated a draft resolution that they want a majority of countries to adopt before the end of this year's assembly.

Amnesty International and the International League for Human Rights, have protested that Asian countries have succeeded in blocking discussion of the issue so far.

Away From Politics

Florida has made it illegal for juveniles to possess guns and made parents responsible if their children are caught with them. The legislature voted without dissent and in the shadow of a juvenile crime wave that included the shooting of a tourist.

Boston teachers approved their first contract in three years, averting a strike called for Friday. The contract will bring school-based management, currently in place at 36 schools, to all 117 schools in the system. Decisions on hiring, the budget and the design of instructional programs will be made at each school by a council of the principal, staff members and parents. The teachers will receive a 3 percent raise.

Non-surgical angioplasty is just as safe and effective as bypass operations for people with advanced coronary artery disease, according to a study in Atlanta. The finding could influence the treatment

of 100,000 heart patients annually. Together, angioplasty and bypass surgery are performed on more than 550,000 Americans each year.

Residents of Malibu were fighting minor mud slides Thursday, a week after worrying about wild fires in the region north of Los Angeles. They piled sandbags and spread plastic sheets on the ground for fear of worse slides to come on hills stripped of brush by the fires.

Leslie Davies, a recipient of seven organs, died Thursday in a Pittsburgh hospital. The English girl, 5, survived the transplants but she never thrived after the 15-hour operation Sept. 16. She received a liver, stomach, pancreas, large and small intestines and two kidneys. Her condition deteriorated and her ventilator was turned off. Anti-rejection drugs had destroyed her immune system.

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At Least 15 Killed In Pileup in France

Reuters
BORDEAUX, France — At least 15 motorists were burned to death and 47 were injured when a tanker truck caught fire and flames engulfed dozens of cars in a high-way pileup in southwest France, officials said.

The police revised the death toll downward from earlier reports of 17 dead, but said the figures might not be final.

Fire fighters were continuing to search the wreckage on the Paris-to-Bordeaux expressway after the accident on Wednesday night.

Three of those injured in the pile-up near Mirambeau, north of Bordeaux, were in serious condition.

A spokesman for the Charente-Maritime region said fire fighters had battled for three hours to extinguish the blaze.

A police spokesman said the accident happened soon after night-fall. A fire on a British-registered tanker truck caught fire and the flames set methanol in the cargo tank ablaze, releasing a thick cloud of smoke.

The driver pulled in the side of the road. But other drivers, blinded

by smoke, fog and heavy rain, crashed into the truck and an inferno spread. In all, four trucks and 37 cars were involved in the pile-up.

"I saw a column of vehicles, all of them on fire," the first fire fighter who arrived at the scene told French radio.

"Then there was a series of explosions, and we opened up with extinguishing foam in stop fire spreading to those cars that were not burning."

Traffic was heavy on the expressway at the start of a long holiday weekend to mark the Nov. 11 anniversary of the allied victory in World War I.

It was the worst road accident in France since 52 people were killed in a pileup near Beaune in Burgundy in 1982.

The Charente-Maritime spokesman said the bodies of victims had not yet been identified. Those injured who had been identified were French.

The British truck driver, who was not injured, was being questioned by the police.

Nigerians Riot Over Increases In Prices of Fuel

Reuters
LAGOS — Youths rioted in Lagos on Thursday in protest over increases in fuel prices, and demonstrators marched to demand the resignation of an interim government headed by Ernest Shonekan.

The rioters blocked major roads in the country's biggest city in protest against an increase of more than 600 percent in domestic fuel prices, witnesses said.

But in the capital, Abuja, Mr. Shonekan told the elected national assembly that Nigerians had to come to terms with his unelected government.

"Despite political and legal obstacles, we will still go along to carry out our mandate," he said.

Nigeria has been in crisis since General Ibrahim Babangida annulled a presidential election in June, while he was military ruler.

The increase in fuel prices on Monday has added to the crisis. Transport fares have more than doubled since filling stations raised the price of gasoline to 5 naira (23 cents) a liter from 0.70 naira on Monday. The price of diesel was also raised to 4.75 naira a liter from 0.55 naira.



Madeleine K. Albright, right, the U.S. delegate, talking with relatives of Pan Am bombing victims after the UN vote on Thursday.

LIBYA: New Sanctions

Continued from Page 1
 Little was done to meet Moscow's financial concerns.

Joining Russia, Britain and the United States in voting for the sanctions were France, Cape Verde, Brazil, Hungary, Japan, New Zealand, Spain and Venezuela.

Although the sanctions include a freeze on financial assets of Libya in foreign bank accounts, diplomats believe Tripoli already has withdrawn its liquid assets in the four months it has known the penalties were coming. It is also likely Libya has stockpiled oil equipment.

And Tripoli can keep the estimated \$10 billion a year earned from oil, gas and agricultural products after the measures go into force next month, if deposited into special bank accounts.

In addition to the demand on the Pan Am bombing, France wants Libya's cooperation in its investigation of four suspects, including Colonel Gadhafi's brother-in-law, in a 1989 bombing of a UTA airliner over Niger that killed 171 people.

The controversy over the Lockerbie suspects has dogged Colonel Gadhafi for some time now. A reported army uprising last month has shaken his power base, making it politically difficult for him to compromise on the issue, diplomats said.

Libya has renounced links with terrorists, as demanded by the council, and has said it has no objections if the suspects want to give themselves up voluntarily. But their lawyers advised against it and suggested they stand trial in Switzerland instead, a move rejected by the United States and Britain.

(Reuters, AP)

NAFTA: Why the Trade Pact Matters to the World

Continued from Page 1
 those changes, hoping we can preserve the economic structure of yesterday."

Last week, Representative David E. Bonior, Democrat of Michigan, who is leading the drive against the pact, explained his position this way: "We have seen too many jobs lost. We have seen too many families uprooted."

In the broadcast debate on Tuesday night, Vice President Al Gore stacked the pact against some of the monumental judgments in American history. "Sometimes we do something right," Mr. Gore said. "The creation of NATO, the Louisiana Purchase, the purchase of Alaska. These were all extremely controversial decisions."

But if the changes in the world economy are so encouraging, asked Ross Perot: "Why is corporate America downsizing? Why do we have the largest number of college graduates this year unable to find jobs since at any time since the '40s?"

In point of fact, the trade agreement itself is of quite modest consequence. Few Americans, if any,

stand to strike gold or go broke depending on whether Congress votes next week to put the pact into effect.

But this is an instance in which the vote on a piece of legislation becomes disproportionately important because, coming at a turning point, the outcome could signify a change in direction or the continuation on a course.

In that respect, it is similar to the Civil Rights Act of 1957, the first civil rights law in this century. The actual provisions of that law — creation of a Federal Civil Rights Commission, the authority for the attorney general to seek court injunctions against obstructions of voting rights — did little for the cause of American blacks. But its enactment was the first step toward the abolition of legal segregation in the United States.

Had Congress rejected this modest measure of President Dwight D. Eisenhower, it would have been crushing to the cause of civil rights.

Similarly, said Robert D. Horvath, a vice chairman of Goldman Sachs International, who has been a government economic official under Democratic and Republican presidents, rejection of the pact would be a more significant loss than just the defeat of a trade measure. "It would be devastating to American foreign policy," he said.

From the opposing point of

view, there are also parallels between the pact and the civil rights legislation. Not that those against the trade agreement would have voted against civil rights. Far from it, the Congressional Black Caucus is opposed to the pact.

But many of the opponents of free trade with Mexico are trying desperately to hang on to a vanishing way of life, much as were the white Southerners in the 1950s. In the case of the trade pact, it is completely understandable that they should want to do so.

One of the bases of the American middle class, once the envy of the world, has been the well-paying assembly-line jobs available to (mostly) men who were not skilled craftsmen and had nothing more than a high school education.

Such jobs are rapidly disappearing — not primarily because of trade competition and not primarily because American factories are moving abroad in search of cheap labor, but because machines are replacing people.

Representative Romano L. Mazzoli, Democrat of Kentucky, said he was leaning toward voting for the measure. But he said he was not happy about it. "There's a real palpable fear," he said, that the pact "signifies the beginning or continuation of a profound change — that it'll never, never be like it was before."

NAPLES: Voters to Elect Mayor, but Will He Be Able to Govern the City?

Continued from Page 1
 future after all the corruption and scandal.

In Naples, though, the vote has a particular piquancy: one of the candidates for mayor, a neo-Fascist running on the Italian Social Movement ticket, is Alessandra Mussolini, granddaughter of the dictator. Recent opinion surveys show her running second to a former Communist candidate, Antonio Basolino, and slowly closing the gap.

In street campaigns, Miss Mussolini has promised to "rebuild our city," and her main aim, she said in an interview, is to "create a strong communal machine" to improve the threadbare services, throw corrupt politicians into jail and begin to redress social patterns that mean that "there are a lot of rich people and a lot of poor people with no one in the middle."

The uphill job will be as steep as the city's byways. Naples, a blend of culture and crime, has never been an easily governed city.

Its university dates to 1224, its musical conservatory to 1537, the opera house, the San Carlo, which was built in 1737, is Italy's biggest. Equally, though, said Mr. Lamberti, who also heads an independent study group on organized crime in the city, Naples has been

the haunt of the Camorra since the early 19th century.

"To understand this city, you always have to remember that there are two cities," Mr. Lamberti said. "There's a modern Naples, with schools, universities, research centers. Then there's the second Naples, which is two degrees hotter and two centuries behind."

The distinction by temperature refers to the fact that wealthy Neapolitans live in the cooler city heights, while the poor inhabit the tangles of back streets below, where the Camorra holds sway.

The distinction by centuries, Mr. Lamberti said, refers to the Spanish Quarter, the oldest part of Naples.

"We have one-third of the population that has never had a regular job," Mr. Masullo said, describing the city as a "society where people live off other people" and that functions — for rich and poor alike — through hidden networks of patronage and protection.

Much of that protection comes from the Camorra. "The Camorra fulfills two functions," Mr. Lamberti said. "It keeps the two cities apart, and it ensures the survival of the sub-proletariat through the creation of illegal jobs."

Thus, he said, up to 100,000 peo-

ple live from illegal jobs guaranteed by the Camorra.

The gangs' illegal income is drawn from cigarette and narcotics smuggling, up to 7,000 illicit parking lots, protection money, unlawful lotteries and widespread loan-sharking. The funds are then invested in legal fronts — clothes shops and pizza parlors and dry-cleaning outlets that provide a front for drug peddling.

What turned Naples into a real mess was the booming corruption of the 1980s. Few things work here because so much money to improve city services was diverted to private pockets and political parties.

Under such circumstances, it might almost seem worth asking what difference a new mayor will make. "All the candidates find it convenient to argue that it would be a success just to have basic administration — make the traffic work, make the schools work, create administrative order," Mr. Masullo said. "This is a huge lie because in our city, if administrative order does not exist, it is because of the structural defects of the city."

But the city's woes have implications far beyond its frontiers. Next July, the leaders of seven major industrial nations are to gather here for a summit meeting, and the chaos is already causing apprehension among American officials who

have come to Naples to prepare for it.

Diplomats are getting a bit edgy, too, over what could be a delicate encounter: If Miss Mussolini becomes mayor, hers will be the honor, symbolically at least, of presenting the keys of the city to President Bill Clinton, 51 years after allied troops took the city.

Libya has renounced links with terrorists, as demanded by the council, and has said it has no objections if the suspects want to give themselves up voluntarily. But their lawyers advised against it and suggested they stand trial in Switzerland instead, a move rejected by the United States and Britain.

(Reuters, AP)

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Hope for Alcoholics? Danes Think Brain Can Be Fixed

The Associated Press
LONDON — Chronic drinking does not kill nerve cells in the brain but instead disconnects them, according to a Danish study.

The findings, based on examinations of the brains of alcoholics who died, suggest it may be easier than previously thought to restore brain function damaged by heavy drinking.

Dead nerve cells do not regenerate and are not replaced in the brain, but the fibers that link them will sometimes regrow after being damaged.

It gives some hope in the sense that it might be possible to restore at least some function of the brain, Dr. Bente Pakkenberg, one of the investigators, said Thursday. She is director of the Neurological Research Laboratory at the Bartholin Institute in Copenhagen.

The study appears in the Nov. 13 issue of the British medical journal *Lancet*.

The results offer some hope that abstaining from drinking may allow the brain to heal itself, Dr. Pakkenberg said. Or perhaps scientists may one day design drugs that speed recuperation, she said.

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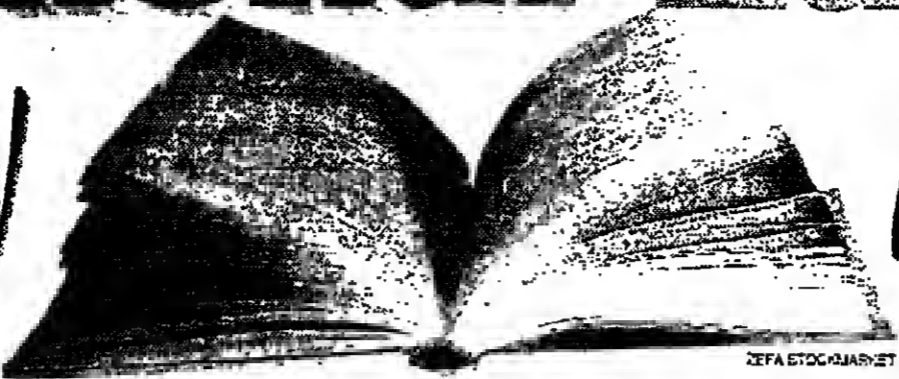
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International Education in Germany and Austria



CAREER MOVES: A NEW LANGUAGE, A NEW DEGREE

New schools are being founded in several sectors and regions of Germany and Austria. In some areas, existing schools are setting up new courses of study. These moves imply the marshaling of considerable new money and support - especially in a time of recession.

The spread of new educational institutions and courses is often the result of straightforward economic considerations. "Some forms of education are perceived as countercyclical," says Thomas D. Quaisser, dean of graduate studies at the Heidelberg-based Schiller International University. "When job markets get tight, many people upgrade their qualifications, adding another language or taking a further degree."

Mr. Quaisser's own university is responding to the trend by offering a new doctorate in business administration. Klaus Fischer, head of international language instruction at the Munich-based Goethe-Institut, the largest provider of German language instruction in the world, agrees. "Even if existing, well-established programs of language instruction aren't reporting great increases in enrollments, the swell of interest in German for practical reasons - career advancement, business opportunities - is giving these programs quite a bit more to do," he says.

language proficiency are in great demand throughout the European Community and Central and East European countries.

Sometimes educational institutes grow because they are where the students are. The Austro-American Society, a Goethe-Institut partner organization, has its headquarters in Vienna, right next door to Central and Eastern Europe. Says one of the institute's directors: "Like the Goethe-Institut, we too are profiting from the rush of people in the region wanting to learn German for commercial purposes. Central and East Europeans now account for fully half of our students, with another portion coming from Third World professionals living and working in Austria."

At other times, institutes grow because they are where the other schools are not. The Berlin College of Business is Germany's youngest business school. Its first day of classes was on Nov. 2. Says Erhard Breisch, a senior officer at the college, explaining the decision to set up the new business school: "Germany's new states haven't yet had an executive-level business school. As in the neighboring countries of Eastern Europe, the region has a large, emerging group of entrepreneurs. They're very interested in getting a sound, practical grounding in business administration. We saw a need, and we're now filling it."

MBA Krems is also filling in a gap in Central Europe's educational map. "There were clear geographical reasons behind the founding of our business school in 1991," says Helmut Blocher, its marketing director. "Our sphere of influence reaches throughout Austria, which has been 'under-business-schooled,' and well into Central and

explain, the European-style MBA program is more of a highly productive encounter session between middle-management executives than a standard, teacher-dominated classroom. "At Krems," says Mr. Blocher, "we've taken Harvard's focus on case studies and gone one step further. A core part of each student's course of study is

11-member, two-country association of such schools. "Since then, quite a few new schools have been founded. Obviously, geography and the growing presence of an international community have often played a role. A good example of this is found in Eastern Germany, where our newest addition, the Leipzig International School, officially opened its doors on Sept. 1, joining the international school in Berlin-Potsdam in the region.

The more cosmopolitan a region becomes, the more desirable alternative diplomas seem to students and their parents. As Mr. Ronai adds: "Another, equally important reason has been a change in attitude toward international education on the part of both German and Austrian families and official agencies. The international baccalaureate is now seen as an equal of the Abitur or Matura, and is becoming an option for German students in Germany."

The IB, as it is abbreviated, is also becoming an alternative to the American high-school diploma.

"Fully one-third of our students are now enrolled in our IB-track program," reports Theodore W. Rowley, chairman of the board of the Salzburg International Preparatory School, explaining that the degree has only been fully authorized in Austria since 1990. "That includes an increasing number of both

Austrian and North American students - for many similar reasons. The IB is both universally recognized and highly regarded. Students possessing it can attend universities nearly anywhere in the world. While an American high-school diploma doesn't always enjoy respect elsewhere in the world, an IB does."

For many parents, an international secondary-school education is seen as an initial career move for their charges.

"International education now has the connotation of a subsequent career at the international level," Mr. Ronai says, "and that's why families like it."

These personal considerations are reinforced by administrative concerns. "For municipal and regional officials, the presence of an international school is now viewed as a plus with investors," Mr. Ronai concludes, mentioning the new international school in Hannover. This school was founded under the auspices and with the support of the city's government.

The new-found practical interest in international education establishments does not stop at the local level. "Basically, the city government invited us in," says Sande McCaughrean, head of public relations at the University of Maryland's University College Europe, which has been located in the southwest German town of Schwäbisch Gmünd since 1992. As she

explains, the city government helped fund the transformation of a decommissioned military quarters into an attractive new campus - for some very cogent reasons.

"They saw a simple cause-and-effect relationship," says Ms. McCaughrean. "Once here, an international university would serve as a forerunner for the international community as a whole."

Diplomatic Academy, Vienna starts out where nearly all other institutions of higher education leave off. The academy, maintained by the Republic of Austria's ministry of foreign affairs, requires a university degree and foreign-

language proficiency from its applicants.

Students conclude their two years of study in Vienna with an excellent command of three international languages and of international affairs - plus a diploma qualifying for future careers in diplomacy and related fields.

One German school that is attracting attention for the quality of its instruction is what may be Germany's best school of design, Munich's Blocherer Schule. The school's students have won five major competitions over the past 12 months, designing everything from a new bank logo to a movie palace's opening ceremonies.

New locations and courses of study

Eastern Europe." Geography-based need, while important, is not enough to launch a new business school, explains Mr. Blocher. "It wouldn't be enough to pick a blank spot on the map and found a standard-style business school there for university-level students. That's not what the educational market is interested in. Demand in this sector is currently coming from executives making their way up the career ladder.

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solving a problem currently affecting his or her company. In doing so, the student calls on the experiences and skills of his fellow classmates.

Says Mr. Breisch: "What makes businesspeople willing to spend the time and money to attend a European-style MBA program is the opportunity to interact with their peers."

A mix of geographic and market conditions - plus a change in educational thinking - has made international schools the most numerous newcomers to the two countries' education sectors. "Up until 1985, the number of international schools in Germany and Austria was relatively stable," says Nick Ronai, headmaster at the International School of Stuttgart, speaking on behalf of an

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. It was written by Terry Swartzberg, a business journalist based in Munich.

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De Benedetti Is Let Out of House Arrest

New York Times Service. ROME — Carlo De Benedetti, one of the most prominent businessmen caught up in Italy's vast corruption scandal, was released from house arrest on Thursday but remained under formal investigation...

ARMY: American Troops and German Hosts Face a Difficult Transition

Continued from Page 1. withdraw American forces from Somalia by next spring and apparently the unlikelihood that the United Nations will ask American troops to do peacekeeping in Bosnia-Herzegovina...

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Red Cross Considers Chinese Offer To Allow Political Prisoners Visits

Agence France-Press
GENEVA — The International Committee of the Red Cross said Thursday that it planned to contact China on its offer to consider allowing the Red Cross to visit political prisoners.

A Red Cross spokesman in Geneva, Jörg Stücklin, said the organization was "very interested" by the Chinese offer but would like to know exactly what it meant.

Foreign Minister Qian Qichen of China said Tuesday that Beijing would give "positive consideration" to any request from the Red Cross to visit prisoners.

The offer was repeated Thursday by his spokesman, Wu Jianmin, who said at a weekly press briefing: "Should it ask to come to China for the purpose of exchange, the Chi-

nese side will give it favorable consideration."

"But when and how these visits will be carried out will depend on the specific requests the committee will put forward," Mr. Wu said, adding that the two sides would then discuss the proposals.

The statement came in response to questions whether China would agree to adhere to standard conditions placed by the Red Cross on countries allowing prison visits, requiring that meetings be strictly private and that all prisoners nationwide meeting certain requirements be made available.

Mr. Stücklin said it was an "interesting coincidence" that the Chinese overture came as the head of the Red Cross delegation in Hong Kong, Christophe Swinanski, was in Beijing to take part in a human-

rights seminar organized by the Chinese Army.

The Chinese Communist Party leader, Jiang Zemin, is also to meet with President Bill Clinton next week during the Asia Pacific Economic Cooperation forum.

The United States has been pressing China to improve its human rights record as a condition to normalizing relations between the two countries.

Sources here said the Red Cross feared that Beijing, in its hopes of reaching a Chinese-American accord, might be using the organization as a "tool."

But they stressed that if the Red Cross were finally granted free access to political prisoners in China it would mean the "culmination of a long struggle."



COMMENCEMENT SALUTE FROM THE BOSS — President Lee Teng-hui of Taiwan hailing graduates of the island's military academies at ceremonies in Taipei on Thursday.

ASIAN TOPICS

Chinese Consuming Endangered Animals

In China, many animal parts are prescribed as cures for specific ills. For example, snake blood is said to ease backaches. Powdered rhinoceros horn supposedly cures high fevers.

Clement Ngai of the Hong Kong office of the World Wide Fund for Nature said these customs were hard to break, even for some Chinese committed to protecting wildlife. Also, he said, China's booming economy had created a new class that can afford to eat rare and expensive animals.

Partly as a result of these practices, the black bear, the scaly anteater, the giant salamander, the leopard and other animals are on the United Nations list of endangered animals, engendering international criticism and censure.

The official newspaper Legal Daily reported that a single restaurant in Canton served 183 monkeys, 112 hawks and nearly nine tons of anteaters, snakes, boas and pythons and giant lizards in a six-month period. Inspectors who visited 136 hotels and restaurants in Canton found that nearly half were

servicing endangered wild creatures, the paper said.

The bobbing hull of a Taiwanese jumbo jet that crashed into Hong Kong harbor was towed away by tugboats this week from the place where it came to rest at the end of Kai Tak airport's runway. Four tugs pulled the battered but largely intact China Airlines Boeing 747-400 300 meters (1,000 feet) across the harbor to a new mooring well clear of the runway, where it had been sitting in shallow water since crashing last week. Officials said the jet, which weighs almost 200 tons and cost \$150 million, would next be towed to dry land where it will be examined by accident investigators.

A store in Osaka specializing in self-defense items and catering to Japanese preparing for the risks of foreign travel is thriving, the daily Mainichi reports. Grippers, the first store of its kind to open in Japan, stocks bulletproof vests, gas grenades, alarm systems and so forth. Most of its customers are people going overseas. The Japanese, accustomed to absolute safety in the streets at any hour of the day or night, are learning through the media how dangerous foreign towns can be for unsuspecting travelers.

Arthur Higbee

Tokyo Tycoon Arrested in Bribe Case

TOKYO — Prosecutors arrested Ryohei Saito, a billionaire businessman and art collector, on Thursday in a growing payoff scandal involving provincial officials and executives.

Prosecutors accused Mr. Saito, 77, of bribing a regional governor with 100 million yen (\$925,000) to lift a ban on the construction of a golf course.

Mr. Saito owns Daishowa Paper Manufacturing Co., Japan's second-largest paper concern, which has thousands of acres of forest land that could be converted to golf courses and housing projects.

He is also well known for having paid huge sums to expand his art collection, including \$82.5 million in 1990 for Vincent van Gogh's

"Portrait of Dr. Gachet," the highest price ever paid for a work of art.

Also arrested Thursday was Shuntaro Honma, former governor of Miyagi prefecture in northern Japan, and two executives of Daishowa's affiliates in charge of the golf course. Deputy Chief Prosecutor Tatsuhiro Ito said Mr. Honma was accused of taking the bribe in exchange for allowing construction of the Vincent Golf Club, named for van Gogh.

"Suspect Shuntaro Honma took the 100 million yen in cash from suspect Ryohei Saito at his home, therefore receiving a bribe in connection with his duties," Mr. Ito said in the arrest warrant.

Daishowa officials said that if there were any payments, they were personal matters that had nothing

to do with the company. Mr. Honma had previously been arrested on charges of taking bribes from several other building firms in exchange for lucrative public works contracts.

More than 20 executives of Japan's six largest construction companies have been arrested, along with Mr. Honma, another regional governor and two mayors.

North Korea Calls on U.S. To Reach a Compromise

TOKYO — North Korea called on the United States on Thursday to agree to a "package solution" of simultaneous compromises to resolve their dispute over Pyongyang's alleged nuclear ambitions.

In a statement carried by the Korean Central News Agency, monitored here, North Korea said the nuclear problem would be settled if the two countries agreed in their "third stage" of ongoing talks.

"It is our view that a formula of package solution should be adopted, whereby the two sides should define at least what each side should do and move at the same time," said Kang Sok Ji, first deputy foreign minister and Pyongyang's representative in the bilateral talks.

"The nuclear problem will be solved smoothly if an agreement is reached on the formula of package solution and the United States takes a practical action of renouncing the nuclear threat and hostile policy against us according to it and we fully comply with the safeguards agreement," he said.

He accused the United States of "demanding that we move first" and emphasized that the nuclear issue could be solved "only through dialogue and negotiation," warning against sanctions or pressure.

With the bilateral talks over Pyongyang's clandestine nuclear development ambitions stalled, the United Nations recently adopted its first resolution of criticism against North Korea.

Earlier Thursday, a high-ranking Japanese Defense Agency official said that North Korea was close to completing the development of its Rodong-1 missiles, which will be capable of reaching Japan and South Korea.

"It is not clear when the missile will be produced and deployed, but it is probably true that its development is close to completion," Yushu Takashima, the agency's counselor of international affairs, said.

"Some people say there is a possibility that several missiles will be produced next year," Mr. Takashima reportedly told a lower house committee on security.

Expelled Activist Prevented From Returning to China

HONG KONG — Han Dongfang, the dissident labor activist expelled from China in August, tried to board a flight home to Beijing on Thursday, but was stopped at the last minute on orders from Chinese officials.

Dragonair, a Hong Kong-based regional carrier, stopped Mr. Han at the departure gate and told him he could not proceed because China's de facto consulate in Hong Kong, the Xinhua news agency, had said his passport was no longer valid.

Mr. Han, 30, a veteran of the 1989 pro-democracy protests in Tiananmen Square in Beijing, first tried to go home on Aug. 14 after nearly a year in the United States. But he was detained by policemen in the southern city of Guangzhou, who shoved him across the border into Hong Kong the next day.

A week later, Mr. Han was told at Xinhua's office here that his passport was being revoked, a move that in effect made him stateless, although the document was never taken away from him.

SANCTIONS: A New U.S. Offer

Continued from Page 1

new effort to ease tensions with Beijing. He authorized the conciliatory drive in mid-September, and officials began to carry it out last month in a series of high-level U.S. visits to Beijing for discussions on trade, human rights, and military issues.

Lifting the sanctions would remove a major irritant in U.S.-China relations. On Aug. 27, after Washington announced a two-year ban on all exports to China of military-related goods, electronics, aircraft, and space systems as punishment for the sale to Pakistan, Mr. Liu denounced the American decision as a "naked hegemonic act."

Washington imposed the sanctions because U.S. intelligence analysts concluded that Beijing exported the missiles in violation of repeated pledges — beginning in the late 1980s — that it would not. U.S. spy satellites first spotted M-11 missile launchers in Pakistan in late 1991, and what appeared to be a shipment to Pakistan of Chinese M-11 components was detected in late November, according to U.S. officials.

Until last week, China had refused even to discuss the U.S. terms for lifting the sanctions, arguing that no such missiles were sent. A Chinese official reportedly said "M-what?" when asked to explain the export during a July visit to Beijing by the undersecretary of state for international security af-

fairs, Lynn E. Davis. Beijing's position was that Washington was solely responsible for resolving the matter.

"Our decision to impose sanctions against China and Pakistan for the transfer of M-11-related technology demonstrates that we're prepared to pursue our nonproliferation goals vigorously even when such efforts may risk frictions in critical bilateral relations," Mr. Davis testified Wednesday before the House Foreign Affairs Committee.

But the Clinton administration has been trying to strike a deal partly because of intense pressure from two politically influential aerospace companies, Hughes Aircraft Co. and Martin Marietta Corp., to clear the way for the planned launchings of seven of their commercial satellites on Chinese rockets.

Seeking to gauge the mood of Congress on the satellite issue, a deputy assistant secretary of state, Robert Einhorn, and other senior administration officials met with Senate aides on Oct. 29. "I don't see how anyone could have left there not feeling that they would have their heads handed to them" if the satellite launching went forward, one of those present said.

Any decision by Mr. Clinton to waive the sanctions could be overturned only if Congress passed a new law.

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TEL AVIV	06.40**	MON/WED/THU/SAT/SUN
	09.00	TUE/FRI/SUN
VIENNA**	10.45	DAILY
ZURICH**	08.45	MON-FRI/SUN
	14.25	SAT

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Herald Tribune

Published With The New York Times and The Washington Post

A Fight Over Free Trade

Next Comes a Big Vote

Ross Perot was the right person to argue the case for defeating NAFTA in the CNN debate with Vice President Al Gore. Other people could doubtless have made the points more precisely, but Mr. Perot's performance, in its vehemence and also in its confusion, accurately reflected the attitudes that give force to the opposition to this trade agreement. Mr. Gore provided the right answers, and those who watched it came away with a real sense of the political tone and texture of a struggle that will determine trade policy — and much else — through the rest of the Clinton presidency.

At its roots it is a dispute over the ways societies make themselves richer — or fail to. Most of the labor movement, which is (uncomfortably) on Mr. Perot's side in this one, has been fighting this battle since the textile mills began moving out of the Northeastern states into the deep South to escape unions. In that respect, this free trade agreement with Mexico is simply the extension of a process of industrial development that has been moving across the continent for a long time.

Mr. Perot objected that Mexico is too poor to be a suitable trade partner for the United States — that its standard of living is too low, its toleration of pollution too great, its versions of democracy and human rights too limited. But it is hardly poorer than most of the American South in the years before World War II, and it ranks higher in environmental protection, not to mention democratic prac-

rice and the protection of civil rights, than the Southern states of that era. Rapidly expanding commerce between North and South made the South much richer, but the migrant factories have been replaced by other industries, and New England is even wealthier.

Mr. Gore repeatedly hit a crucial point when he observed that defeating NAFTA will not remedy the defects to which Mr. Perot objects. It will not curb toxic pollution or alleviate the exploitation of labor. But enacting NAFTA, as Mr. Gore emphasized, could help significantly.

Mr. Perot suggested, rather vaguely, that the alternative might be a revised and stronger version of NAFTA. That is wishful thinking. If the present treaty is defeated in Congress, there will not be a hope of another for decades. Now did Mr. Perot have much of an answer to Mr. Gore's question about trading with other poor countries. Mr. Perot demanded a "social tariff" to offset the differences in wages between the United States and Mexico. Would not the same principle apply to trade with the really low-wage countries like China? It sounds very much like a formula for cutting off trade with all countries except the dozen in which wages are higher than in the United States.

The Target Is Congress

It was not exactly what the Founding Fathers had in mind when they spoke of reserved political discourse, nor was it what Al Gore and Ross Perot presumably have in mind when they tout the mediating powers of the electronic town hall. Instead, Tuesday's Big Debate over NAFTA was a frightful mish-mash of rhetorical false starts and logical inconsistencies. It would be nice to say that the evening was redeemed by civility, but it wasn't.

From time to time, Vice President Gore and Mr. Perot returned to the question at hand: Is the North American Free Trade Agreement a good deal? Mr. Gore said it would benefit everyone by eliminating tariffs and boosting exports. Mr. Perot, tapping into widespread anxieties in the labor force, argued that jobs would flee to Mexico as companies relocated in search of cheaper labor.

The vote on NAFTA in the House of Representatives, scheduled for next Wednesday, will reach far beyond Mexico, or trade. It has become a choice between two very different views of the world and of the American future. It is the most important vote on foreign policy that this Congress is likely to cast.

Mr. Perot's opposition to NAFTA sprang from "personal interests." Respondents made Mr. Gore a 59-to-32 winner.

The real target of the debate, however, was not the television audience but Congress. Mr. Gore tried his best to appeal to its conscience. NAFTA, he said, represented optimism and the future. Mr. Perot represented defeatism and fear. Whether this moved lawmakers — who seem more worried about their own jobs than about any that would be lost to Mexico — will not be known until the vote on Wednesday.

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Paying to Skew the Vote?

The thought of Republican operatives spreading money around New Jersey's black communities to suppress the turnout on Election Day is so ugly it beggars belief. Indeed, Christine Todd Whitman's campaign manager, Ed Rollins, now says he was not telling the truth when he confessed to that practice on Tuesday. But it is too late for us to take Mr. Rollins's word on anything.

"ballot security task force" of off-duty police at some polling places. After the election, the Democrats took the matter to court, where the Republicans agreed to refrain from such practices in the future.

In his original telling, Mr. Rollins said that black ministers were asked not to urge parishioners to vote for Governor Jim Florio, in exchange for Republican donations to the clergy's favorite charities. Inspired by his cleverness, Mr. Rollins implied that the Republicans were just fighting fire with fire — greasing palms already greased by the Democrats.

If indeed the Democrats made payoffs to buy votes for their candidate, that is plainly wrong. But as Mr. Rollins knows, there is a long, honorable tradition of voter turnout operations among churches and labor unions, often aided by legal funds from Democratic campaigns.

Republicans have every right to boost their own turnout. But the party should disown Mr. Rollins's wacky plot — or fantasy — about keeping voters from voting.

Other Comment

Yeltsin and Hopes for Reform

A fixation with President Boris Yeltsin has for many been a straw to clutch in the face of an uncertain future. The new constitution presented in Moscow lays the ground for very strong presidential powers and allows Mr. Yeltsin to continue his policies more consistently. But how this will develop when Mr. Yeltsin no longer holds power is a question that only a democratic development in Russia can answer.

stability in Russia isn't possible. And an unstable Russia is inevitably bad news for the world.

Silenced by Mideast Peace

If peace should ever be achieved between Syria and Israel, sheer astonishment might silence some of the world's most vocal antagonists. At the start of the peace process, no relationship seemed more hostile and unlikely to yield to diplomacy. As a result of the elections in Jordan, however, King Hussein may be better placed to draw Damascus into the peace process. Jordan has had a de facto peace with Israel for many years. With the peace process no longer a hostage to electoral politics in Jordan, the two countries now have an opportunity to build on those links.

The important thing from here on is what happens in the elections for a new parliament that are scheduled for Dec. 12. The United States and other democracies have an enormous stake in the success of Russian reforms. The legislative elections could be the most crucial test yet of whether freely chosen political change is possible. Unless the process is fair,



Beware, Bad Politics Won't Assure Good Business

HONG KONG — Flying into Hong Kong never fails to take your breath away.

The sheer density of towering buildings, sleekly glossy announcements of vast and sudden wealth, and others dinky, laundry-festooned reminders of the sweat poured into making it; the permanent glare of colored lights and the unending bustle they illuminate — all are a miracle of human enterprise. Businessmen here insist there is no end to it. No doubt this reflects self-serving local boosterism, to convince investors that the looming 1997 reversion

By Flora Lewis

in this spectacular way just because China can itself off from the world and left this tiny island and neighboring bits of territory with a virtual monopoly of access to and from the mainland.

production will go where labor is most poorly paid, with least social protection. Indeed, rigidities have developed in the advanced economies which block the creation of jobs and aggravate unemployment.

The unconstrained market would meet the fate of other tyrannies. It is just another ideology if it seeks to leave out the concerns and aspirations of people as a society.

to Chinese sovereignty is not the deadline in propriety but an invitation to ever greater prospects. But they have some good arguments.

By William Safire

WASHINGTON — Are you going to keep interrupting, or can I finish this column?

Without quite saying so, they expect what the French call "social dumping" to become the inevitable torrent of the world's economy. That is,

The Winner Was Gore, and It Wasn't Even Close

WASHINGTON — Are you going to keep interrupting, or can I finish this column?

In a classic rendition of "Mr. Nice Guy Goes for the Jugular," Vice President Al Gore poked, prodded and needled Ross Perot into revealing himself as a bossy old billionaire bully who blows his cool when confronted in a fight.

By Robert Kuttner

WASHINGTON — It's time for a different NAFTA. To avert disaster, Bill Clinton should withdraw the proposed agreement before Wednesday's vote in the House of Representatives, return to the negotiating table with the Mexicans and do what it takes to enlist sufficient support from his own party.

By Robert Kuttner

House Democrats and labor leaders, confirm the following: As late as August, a very different NAFTA scenario was under active consideration.

International Herald Tribune advertisement listing contact information for KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER, and other staff members.

Not Too Late for a Different NAFTA

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Dusting Off Dreams of Normality

By Abraham Rabinovich

JERUSALEM — The unfamiliar noise emanating from Israeli government offices in recent weeks has been the sound of desks, drawers being pulled open and circumspect bureaucrats have over the years stowed away their visions of what might be if...

A survey of Israeli agencies to see how they are preparing for regional peace reveals a sweeping vision of cooperation between Israel and its neighbors. If some of these visions come true, a Red Sea Riviera would link the Egyptian resort of Taba in northeast Sinai with Israel's coastal resort of Eilat...

Israel's business community is busily working up its own plans, largely still secret. Tel Aviv businessmen are already engaging in far-reaching contacts with Arab counterparts beyond the Sand Curtain that still separates Israel from the Arab world, except for Egypt. Hundreds of such discreet meetings have been held, usually in Europe, and projects totaling several billion dollars are reportedly being negotiated.

Psychologically, the shrinking of areas under Israeli control under a territories-for-peace formula may be more than offset by the new horizons opened by regional peace. The once outlandish prospect of driving to Europe, or at least Turkey, through Lebanon and Syria suddenly seems around the corner.

Israel's northern towns were also once part of Phoenicia. It is not hard to envision Israeli coastal cities like Acre and Nabariya blending smoothly into a lively quasi-Phoenician littoral with the southern Lebanese towns of Tyre and Sidon.

Likewise, the southern Israeli coastal towns of Ashdod and Ashdod, whose archaeological sites reflect the strong influence of the culture and economy of neighboring Egypt, can be expected to foster similar contacts in the future as Egypt pursues its intensive development of northern Sinai between the Nile Delta and the Israeli border.

Productive contacts between Israel and hostile Arab states has been something new. Israeli goods have been indirectly exported to Arab states for years. Crates of unmarked Jaffa oranges dropped off at Mediterranean ports are transhipped to Arab marketplaces. Irrigation equipment and other products short of their Israeli origin, have found roundabout routes into the heart of the desert.

But the new order being envisioned bespeaks relations of an entirely different magnitude and of an entirely different kind — open and direct, with human faces on either side.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1893: Unpopular Kaiser

BERLIN — The Emperor has been in a very ill humor since his return from shooting in Wurtemberg. It is stated in his immediate surroundings that he is furious at the growing opposition in South Germany. It appears that the King of Wurtemberg, his intimate friend, has informed him that all his subjects are hostile to his policy, political and personal, and that Prussia and the Hohenzollern dynasty have never been less popular than at the present moment when the separatist idea is so prevalent.

1918: The War Is Won!

PARIS — The armistice is signed! Germany has capitulated! The war is won! A thousand churchbells clang out the news in joyous peals at eleven o'clock yesterday morning [Nov. 11], while 1,200 guns told in thundering tones of the victorious Stain's message "combined" definite word that the Soviet Premier would be happy to meet Mr. Roosevelt and Mr. Churchill in the not-too-distant future.

1943: Allies to Meet? WASHINGTON — [From our New York edition:] Amid persistent and unrelenting reports that President Roosevelt, Prime Minister Churchill and Marshal Stalin will meet soon outside the United States to plan new blows against the Axis for the dramatic year of 1944, the President himself received today [Nov. 11] from Cordell Hull, Secretary of State, a two-hour account of the momentous three-power conference at Moscow from which Mr. Hull returned yesterday. According to unofficial reports, the Stalin message "combined" definite word that the Soviet Premier would be happy to meet Mr. Roosevelt and Mr. Churchill in the not-too-distant future.

Handwritten Arabic text at the bottom of the page.

OPINION

Rehabilitating Wilson Is an Attitude but Not a Policy

By William Pfaff

PARIS — When Bill Clinton's national security adviser, Anthony Lake, in a recent interview, characterized the administration's foreign policy as "pragmatic neo-Wilsonianism," it was clear what has gone wrong.

Neo-Wilsonianism is an attitude, not a program. It means that the goal is to "expand democracy" but "through a determined pragmatism" that takes account of practical obstacles.

Consider what this actually has meant since Mr. Clinton became president. First, came the Somalia imbroglio. George Bush's poisoned parting gift to Mr. Clinton. Then Bosnia. Then Iraq and retaliation for the supposed assassination attempt on Mr. Bush. Then Haiti. Then the problem posed by North Korea's nuclear arms program.

In every case, "expanding de-

mocracy" ran into practical obstacles and was, for reasons of pragmatism, abandoned.

The Clinton administration's policy in Somalia now is simply to get out of the country as inconspicuously as possible by March, without further U.S. casualties. Democracy will not expand to Somalia.

In Haiti, the return of the elected president, Jean-Bertrand Aristide, as agreed in the Governor's island negotiations with Haiti's military rulers, was meant to advance democracy (even if his return would have been unlikely to advance it very far). However, practical obstacles in the form of Lieutenant General Raoul Cédras and the military police commander have made that impossible. The United States has yielded.

Practical obstacles have turned American policy toward the Bosnian war into a farcical series of threats, retreats and embarrassed silences. No Washington-sponsored advance of democracy there.

Baghdad was bombarded by American missiles, but no consequent advance in democracy is apparent. North Korea has been threatened. There is, in fact, nothing within the practical power of President Clinton and his government that will change the regime in either country.

This is why the administration is accused of hypocrisy and indecision. It has announced a principle of action that in each practical case has had to be abandoned.

The Clinton people see this as a problem of communications. David

Gergen, the Reagan-Bush administration's image-magician, apparently is to have a permanent place in National Security Council deliberations. But you cannot communicate what is not there.

Woodrow Wilson had a program. The 28th president believed that it would be possible to organize the nations of the world into a form of parliamentary government, and he used the power of the United States to bring into being this League of Nations.

He also believed that the Hapsburg and Ottoman empires, which collapsed in 1918, should be replaced by sovereign nations on the principle of ethnic self-determination. This again was a practical project, which he carried off successfully. Both the League of Nations and ethnic nationhood later turned out badly. "Wilsonianism" nonetheless was a practical policy that changed the world's political order.

The deputy foreign minister of one of the Central European countries, himself an intellectual and former dissident, said to me a few days ago that when George Bush and James Baker entered a room, he felt America's power in that room. When Bill Clinton and Anthony Lake come into a room, he feels himself comfortably back in the dissidents' café, ready for an all-night conversation about the meaning of things.

Stanley Hoffman of Harvard has said much the same thing: that the Clinton administration resembles an ongoing academic seminar, with the presiding part, that never comes to a decision.

Certainly this administration

talks too much, rambling on about what it might do or what again it might not do, changing course according to how people react. But its fundamental problem in foreign relations is that it has an attitude in place of a policy.

There has to be a policy. If American military deployments in the Far East and Western Europe are to be reduced, what is the policy on security arrangements to replace them? What about Central European security? Is NATO to take responsibility or isn't it?

The future of Russia and of China will not be decided in Washington, but unconditional American support for Boris Yeltsin is a substitute for policy, not a policy itself (and may in any case prove unsustainable, according to what Mr. Yeltsin does). Toward China, Washington vacillates between human rights advocacy and considerations of economic practicality.

What happens politically if NAFTA or GATT fails, or if both of them fail?

These are not image problems. They are practical problems that have to be solved through agreements with other countries or by independent American initiatives. The image will change when the reality changes.

The trouble with Washington is that the Republicans understand power but are not very smart. The Democrats are smarter than the Republicans, but since Lyndon Johnson they have lost their understanding of power. This is why they are again in trouble.

International Herald Tribune
Los Angeles Times Syndicate

Wilsonism Lives, Buffeted but Unbowed

By Karl E. Meyer

NEW YORK — Just 75 years ago this week, the guns fell silent in what an older generation called the Great War. That so little has been made in the United States of this anniversary reflects the heartbreaking letdown that clings to the memory of World War I.

For Americans, the Great War was a moral crusade to establish a new world order in which democracy would finally be safe. Even before the United States entered the war, Woodrow Wilson called for a peace without victory, and envisioned a time when armies and navies would become a "power for order merely, not an instrument of aggression or of selfish violence."

In that January 1917 speech, he proposed for the first time a League of Peace to check aggression collectively.

"I am proposing, as it were, that the nations should with one accord adopt the doctrine of President Monroe as the doctrine of the world: that no nation should seek to extend its polity over any other nation or people, but that every people should be left free to determine its own polity, its own way of development, unhindered, unthreatened, unafraid, the little along with the great and powerful."

He assailed the secret diplomacy and entangling alliances that catch nations "in a net of intrigue and selfish rivalry" and led to the futile carnage of trench warfare.

No president had so spoken. Millions believed him.

It made no difference that Wilson's Caribbean interventions conflicted with his words, or that he victoriously jailed Americans who dared oppose him. His vision proved contagious, and when he sailed to Europe after the war, more people acclaimed him than any politician, before or since.

From such a height, there could only be a fall. At Versailles, the demigod was forced to become horse trader. A botched treaty imposed punitive reparations on the losers and carved empires into minuscules. The League proved unable to keep peace after an ailing Wilson failed to win Senate approval for American participation. And Stalin and Hitler emerged in a world less safe than ever for democracy.

Wilson's rhetorical reach clearly exceeded his grasp. Radicals objected that Wilsonism was just a self-serving justification for opening markets to U.S. commerce; realists argued that no nation could safely entrust its vital interests to a world organization.

Yet in vital respects, Woodrow Wilson was right. Great colonial empires have vanished; new nations look for protection to a world organization based in New York.

As democracies, Germany and Japan are assuredly safer neighbors. And the hunger for a vision persists. "Wilsonism" has become a generally understood noun; its present meaning is the subject of a conference at Bard College at Annandale-on-Hudson, New York.

Although he lost the peace, Wilson has prevailed as a prophet of hope and change. He did for this century what Jefferson's Declaration and Lincoln's Gettysburg Address did for another time: give wings to a generous ideal.

The New York Times

Wisdom of the Marathon Runner

By Colman McCarthy

WASHINGTON — Many of the 25,000 or so fleetfoots and plodders hiving the 26.2 miles (42.2 kilometers) of Sunday's New York City Marathon will be at the starting line because of Dr. George Sheehan. The New Jersey cardiologist, who died of prostate cancer on Nov. 1, was the philosopher, poet and, occasionally, theologian of running.

Only those hedonists totally dedicated to sofas and bar stools could read a book by Dr. Sheehan — "This Running Life" (1980), "Running and Being"

He flashed wide grins and waved back. He said he might as well live it up early in the race, because it wouldn't be that way 17 miles ahead at Heartbreak Hill, when his legs would be leaden stumps.

Later that year, in the 1979 Marine Corps Marathon in Washington, we met at the starting line. Let's go out fast, he suggested, saying he wanted to go for a personal best that day. We elbowed our way to the front row — just this once, he said, it's all right — and sprinted a 6-minute first mile. I began paying for that at about the 15-mile mark but Dr. Sheehan, 60 and in shape, kept going and came in with a stunning 3:01, his finest time ever.

MEANWHILE

(1978) — and not want to hit the road. For more than 20 years, his monthly columns in "Runner's World" were like split times, measurements of lyrical prose by which we paced ourselves.

George Sheehan, 74 when he crossed the final finish line, wrote about running as Tim Galloway did of tennis or Bobby Jones of golf: You would read the words but feel the ideas. Dr. Sheehan took irrepressible delight in saying that running is exercise and exercise is play and play "occupies us totally, and time passes without our noticing it."

The next year, Dr. Sheehan wrote in "This Running Life" that he found salvation on the roads. "Saving one's soul or decency or integrity is a never-ending task. Life is ever reduced to this: making one choice instead of another. At 60, I am still living by that day-to-day decision. Choice is still being presented, effort is being demanded. . . . The pattern of my life is beginning to emerge. I have found what I do best, and now I can devote my time to doing it with all my might."

He did, and then some. In his books and essays Dr. Sheehan was a cross-country thinker, covering ground that had only curiosity as a map. His prose brimmed with references to everyone from St. Francis and Eastern mystics to the Tarahumaras of northern Mexico, for whom a 100-mile run is a brisk workout. He agreed with Nietzsche, "Never trust a thought you came upon sitting down." The risk in sports, he learned, "is not losing to an opponent, it is in losing to your lesser self."

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Next month's "Runner's World" will carry Dr. Sheehan's last column, his reflections on dying. He tells of reading about how others faced their deaths, of making final connections with his wife and children, of seeing his life as "an event" in a universe in which he "will continue in some way to participate."

To the end, Dr. Sheehan disdained passivity. He saw dying as an activity, worthy, like every race he ever ran, of his all.

The Washington Post

LETTERS TO THE EDITOR

Turkey and Cyprus

Regarding "Republic of Turkey" (Advertising Section, Oct. 29):

It was a shock to see a map of Turkey which included the part of the Republic of Cyprus that is occupied by Turkish troops. The map gave the impression that the occupied part of Cyprus was a part of Turkish territory.

The fact that it appeared in an advertising section on Turkey explains the origins of the map, but I believe that its publication should have been avoided, for, in effect, it constitutes a political advertisement in favor of violation of borders, military occupation and "ethnic cleansing."

Allow me to remind your readers that the position of the United Nations and of all governments (other than that of Turkey) is that Cyprus constitutes one country with one government. This country was invaded by Turkey in 1974.

As a result, its northern part (shown in the map) was placed under the occupation of Turkish troops, almost all its Greek-Cypriot inhabitants, forming 82 percent of the population of that territory, were evicted from their homes, and settlers from Turkey were introduced in their place.

Turkey has ignored all UN Security Council resolutions calling for the withdrawal of its troops and the return of the refugees to their homes. Instead, by means of maps such as that published in your newspaper, and by many other means, it attempts to swallow the occupied area of Cyprus.

MICHALIS ATTALIDES, Ambassador of Cyprus, Paris.

Bulgaria's Jews

Regarding "Bulgaria Saved Its Jews" (Letters, Oct. 22):

Allow me to enlarge on the letter from J. D. Panizza, and your previous coverage of the commemoration of the 50th anniversary of the Danish rescue of Jews from the Nazis during World War II.

The Bulgarian rescue is less known but more dramatic. Bulgaria was Nazi Germany's ally. King Boris III was a personal friend of Hitler's. The Fascist Party was in power and the country swarmed with German troops.

Nevertheless, when Adolf Eichmann's deputy, Theodor Danneberg, came to Bulgaria to deport the Jews, this small Balkan nation refused to let them go. The young secretary of the Commissar for Jewish Questions, Liliana Panizza, discovered the secret agreement between her employer and the German envoy. She hurried to inform Bulgarian leaders. Jewish and non-Jewish, of the forthcoming deportation.

The news triggered an unprecedented effort led by the Eastern Orthodox Church, several Fascist leaders, intellectual and professional groups, and the king himself. Many Bulgarians considered their Jewish compatriots' deportation would be a stain on Bulgaria's honor. In open defiance of the

Pagan Spirituality

Regarding "Question His Prescription, Perhaps, but Respect the Pope's Diagnosis" (Opinion, Oct. 13) by William Pfaff, and the report "Pope Cites 'Good Things' Achieved by Communism" (Nov. 3):

I am an Orthodox Jew. I and many of my co-religionists share the concern of many Christians (the Pope being, obviously, most prominent among them) and Muslims about pagan spirituality dominating Western civilization in the last century. (This concern is not equated with fundamentalism, or any other sort of extremism.)

Both communism and Nazism were, of course, pagan spiritual and social phenomena. But so is modern capitalism in all its intemperance and disregard for the basic obligations of men toward their creator and toward each other.

The church is rightly accused in history of abusing Jews. Jews suffered under Muslim domination as well. But let us not forget that the most terrible destruction was brought on Jews by pagan Rome, almost 2,000 ago, and by apostatizing, pagan Germany, in this century.

SHLOMO E. G. BELAGA, Strasbourg, France.

Handguns Cost Less

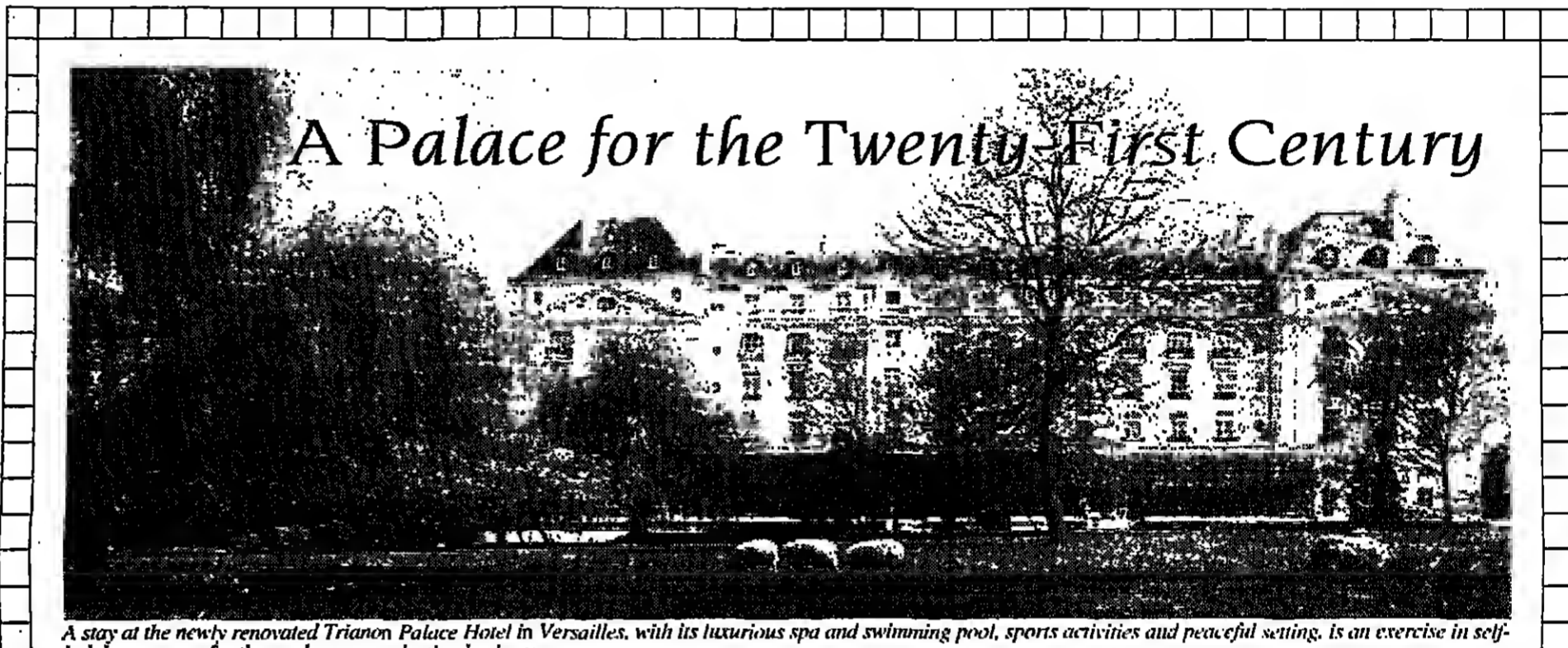
Regarding "Next Time He Might Listen to His Wife" (Sports, Nov. 3):

I don't understand Americans. You report that a woman in Sewall's Point, Florida, used a .38-caliber handgun to shoot her husband because he wanted to watch football on television while she wanted to watch the news.

Instead of buying a pistol, why didn't they just buy another television set?

A. M. MORRISON, Brussels.

ADVERTISEMENT



A stay at the newly renovated Trianon Palace Hotel in Versailles, with its luxurious spa and swimming pool, sports activities and peaceful setting, is an exercise in self-indulgence even for those who are conducting business.

Getting Fit to Do Business

The newly renovated Trianon Palace hotel in Versailles, equipped with a luxurious spa and swimming pool, is one of those rare places where guests can pamper themselves while continuing to conduct business.

Picture a high-powered business executive dozing in a music-filled room, her body completely enveloped in a seaweed wrap whose minerals are enhancing the body's natural detoxification process.

Meanwhile, in New York, her office desperately needs to get her approval on a rush order from a major customer. No problem. The Trianon Palace has provided her with a portable phone. When it

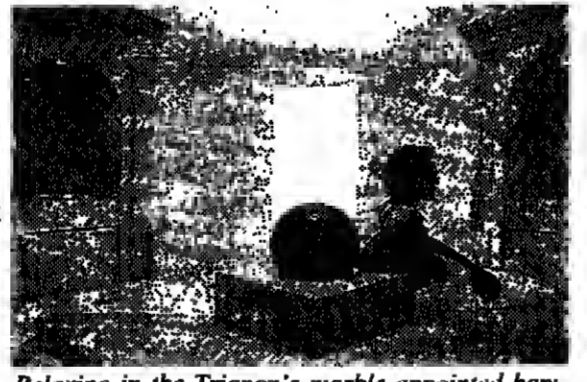
everyday stress and problems. Everything here has been carefully designed to impart this sense of calm and security, from the cream-and-white decor to the sound of running water and Classical-style statues to the view over the sun-filled swimming area with its handsome blue-tiled pool surrounded by a white-columned balcony.

Visitors are welcomed by discreetly friendly staff members, who whisk them off to private chambers for the treatment they have chosen. The list of these is exhaustive. Facial treatments include a cleansing and preparatory treatment, a relaxing treatment, a revitalizing and restructuring treatment, a facial massage and two different makeup sessions. All these use Givenchy Swisscare beauty products, which were specially developed by two Swiss biologists for the Trianon spa and contain biophytochemicals, reputed to retard the aging process.

For the body, there are three different body scrubs, bust treatments, a marine mud wrap using mineral salts, a marine seaweed wrap, a hydrating wrap with hydrojet, a pore-cleansing and relaxation treatment, pressure therapy, electrotherapy and leg waxing. Massages include a slimming massage, a relaxing massage, aromatherapy massage, lymphatic drainage, shiatsu and foot reflexology. Hydrotherapy treatments include a multijet bath with seaweed, and an underwater jet massage using specially formulated Givenchy oils and hydro-gymnastics.

Level three is the pool area, which also includes a plant-filled solarium for sunbathing, a sunny, pastel-toned restaurant and tea room serving special dietetic meals, separate saunas for men and women and a gym with weights and other body-training equipment, including rowing and cycling machines. In the pool area, swimming lessons, Turkish baths (with or without loofa friction) and a sun water bed are available. Levels two and three of the spa are open only to hotel guests.

In Le Mansart, the restaurant and tea room located next to the swimming pool, guests can sample the dietetic menus created by renowned chef Gérard Vié, whose Trianon Palace restaurant Les Trois Marches has a two-star rating in the Michelin guide. Under the guidance of Dr. Claude Gerbaulet and with the help



Relaxing in the Trianon's marble-appointed hammock.

rings, she shakes herself alert and answers in the most business-like tones. "Fax me the order," she says. "I'll look it over and fax it right back to you."

Five minutes later, the spa attendant brings her the order, she signs it and has it faxed back to New York immediately. No one is the wiser that this important business trip also includes such moments of total self-indulgence and relaxation.

The spa takes up three levels of the hotel, covering 2,800 square meters (31,000 square feet). On the first level are the Biological Cure Program, a medically supervised program of treatments designed to counteract and retard the effects of aging, and a hairdressing salon for men and women that uses René Furterer products and is presided over by former Alexandre assistant Daniel Pretty. Special hair treatments are available at the salon. These facilities are open to the public.

Level two is the realm of the Givenchy Kingdom of Beauty. On entering this area, visitors immediately feel they are in another world, a world that shuts out

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. • It was written by Heidi Ellison, a freelance writer based in Paris. • This is the third installment of a four-part series on the Trianon Palace. The final section will appear on Dec. 10.

TRIANON PALACE
VERSAILLES

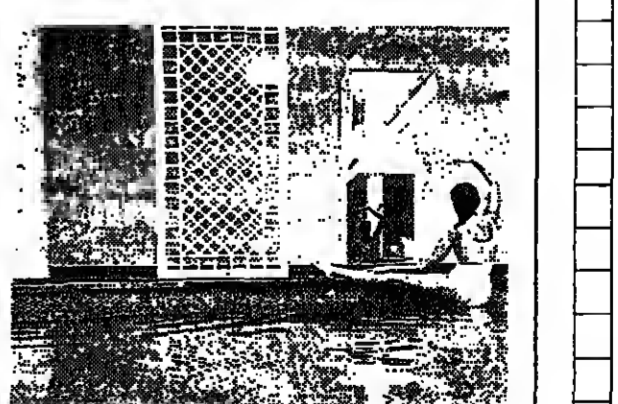
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| 8 A.M. Jogging or bicycle ride through Versailles garden. | 2 P.M. Siesta. |
| 9 A.M. Hydrogym or sports activities in gymnasium. | 3 P.M. Facial treatment. |
| | 4 P.M. Visit to antique market. |
| | 6 P.M. Reading in room. |



Shaping up in the pool area, whose facilities include saunas, gym, solarium, bar, restaurant and tea room.

- | | |
|---------------------------------------|--|
| 10 A.M. Hydrotherapy. | 8 P.M. Dinner in main dining room. |
| 10:30 A.M. Seaweed wrap. | Vichysousse glacée, poulet à la Provençale, grapefruit sorbet (total calories for the day: 1,300). |
| 11:30 A.M. Slimming massage. | 10 P.M. Well-deserved rest! |
| 12:30 P.M. Letter writing on terrace. | |

Visiting Yemen: A Fascinating Trip That's Not for Everybody

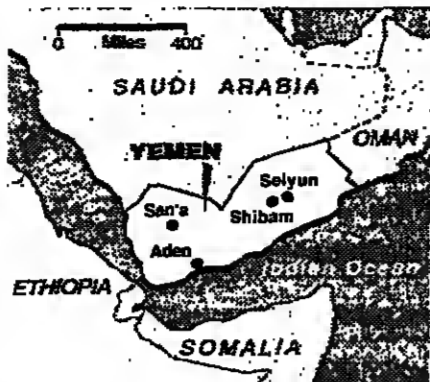
By Chris Hedges
New York Times Service

SANA' Yemen — Yemen's lure is its Spartan and pristine setting, not unlike those of such other out-of-the-way places as Bhutan, Madagascar, Patagonia and Macedonia.

The monochromatic skyscrapers and nouveau Arabian architecture, which characterize most of the Gulf of Aden, have yet to ruin Yemen. And not only are the mud-walled dwellings, framed by graceful whitewashed lines, intact, but the government issues few permits for new buildings over five stories and insures that the ancient architectural style is respected, if not copied.

The country, at the southern tip of the Arabian Peninsula, is a land of lush valleys, sheer jagged cliffs that plunge dramatically into the Arabian Sea, white beaches and the vast, inhospitable stretch of desert known as The Empty Quarter. The western coastal strip, the Tihama, that hugs the Red Sea, looks like Africa, with its dense tropical forests and conical hills. In the eastern highlands, smoke drifts up from active volcanoes and hot springs bubble from the ground.

Booking tours to Yemen is not easy, since the infrastructure for tourists remains limited. But the country now caters to the privileged few who can get reservations from the handful of tour companies. Yemen does not limit the number of tourist visas, but the shortage of good hotels, and necessity of navigating through the country with the aid of a tourist



The New York Times

agency, means that many people must reserve months in advance.

Yemen, with 207,286 square miles and a population of 12 million, is one of the few Arab countries that has remained untouched by the vast oil wealth of its neighbors and the concrete apartment blocks that are one of the legacies of the former Soviet Union to client states. Southern Yemen was an ally of the former Soviet Union from 1967 until 1978.

Yemen, following the unification of the north and south in 1990, is only now opening itself to the outside world. And it has, in spite of itself, preserved something of an older way of life.

According to tradition, the capital, San'a, was founded by Shem, the oldest son of

Noah. Unlike most places in the Arabian Peninsula, the landscape surrounding the capital is often green and lush. The city basin is surrounded by mountains, some topped by the walls of ancient fortresses, and to the south, on the slopes of the Haddah mountains, ancient springs ooze used by city inhabitants still flow.

Farms dot the mountains around San'a, which has a population of half a million. The swaths of wheat and barley create light green strips. The stone huts of farmers, of soft pink, gray and green rock, blend into the cliff faces.

San'a's old city still has the narrow, mud-walled houses that characterized the Arab world centuries ago. It is surrounded by thick walls that, before the overthrow of the ruling Imam in 1962, were locked shut every night. The new city has been built up around the walls of the old, which, with the exception of a few cars and electric wires, is untouched by modernity.

Architecture is one of the chief delights of Yemen. Ornamental bands of geometric patterns, formed by mud bricks protruding in relief, mark the boundaries between floors and frame windows, some sprinkled with colored glass. Most of these boundaries are whitewashed once a year, framing the chocolate brown walls and openings like icing, giving the structures the appearance of huge gingerbread creations. Open-air spice bazaars send the scent of nutmeg, cloves and cinnamon into the air. Meet Yemeni men, including the merchants, wear glittering curved daggers, known as *djambias*, tucked

in thick cloth belts, robes or floppy turbans. They are more a status symbol than a weapon, especially since the country's liberal gun laws make it possible for anyone to go to a gun market and buy items ranging from automatic rifles to hand grenades.

Women, usually veiled, are often wrapped in spectacular folds of brightly colored cloth, sometimes tipped with gold or silver thread. They use turmeric on their cheeks, line their eyes with dark swabs of kohl and wear sprigs of basil over their ears. Many are doused in powerful perfumes that linger sweetly behind them as they pass.

The market in the old city has a special section for ornate Yemeni jewelry, some of the most famous in the Islamic world, 50 or 100 years ago, but now less fashionable following changes in taste and the exodus of many of the Jewish silversmiths to Israel.

Here craftsmen hammer out their work, but the best pieces are the tarnished antiques. The workmanship of Yemeni Jews can be recognized by the filigree, differentiating it from the work of most Muslim silversmiths, who preferred inscriptions, often in verse form, from the Koran.

Up until three or four decades ago every woman in Yemen counted her material worth by the jewelry she possessed. She wore not only bracelets and necklaces, but also rings, belts, anklets, headresses, hair ornaments and earrings. In Yemeni villages women of substance still parade the streets glittering with silver ornaments.

Few Yemenis speak anything other than

Arabic, and foreigners are still a novelty. During my visit, Yemenis went out of their way to make me feel welcome. I was invited into numerous homes and fed lavish dishes of lamb, freshly baked bread and desserts glistening with Yemeni honey, so famed in the Arab world that a liter can cost up to \$100 in the oil-rich Gulf states.

Yemeni men spend the latter part of each day chewing the green qat leaf for a marijuana-type high. Qat is such an essential part of Yemeni culture that, if you mingle with Yemenis of any class, it will be hard to avoid trying it.

Yemen remains severed, in many ways, from the 20th century. Illiteracy runs at 80 percent and most people live in villages or on farms, although many work abroad for a few years and return to build homes and start businesses. Tribal loyalties still often outweigh loyalty to the state.

The lack of a strong central authority means that visitors should be hesitant about wandering around certain parts of the country alone. And one of the benefits of going with an established tour group, aside from the guarantee of clean water and a decent place to sleep, is that tribal leaders are paid by the organizations for the right to bring groups onto their lands.

Tribes have developed the bad habit in recent months of kidnapping expatriate oil workers and holding them for ransom.

Once you leave the cities you often get up the luxury of a highly rated hotel, telephones and other amenities. One can usually find a

clean, if basic, hotel room in the north of the country, but the south suffers from an acute shortage of even simple accommodations providing hot water, clean sheets and food that is prepared in sanitary conditions. Because Western-style hotels are so uncommon outside the major cities, the "Lonely Planet Guide" developed its own classification for Yemeni hotels — replacing the usual one-to-five-star categories with "no sheet" to "two sheet" categories.

A few bottles of water, a couple of good books, a hat to ward off the sun and baggy cotton clothing are the principal requirements for travelers in the countryside.

It is often best to begin at dawn, or even before, to avoid the unforgiving noon heat that drenches the south in a blaze of white light and infernal temperatures.

After a four-hour ride, I arrived in Sibuam, known as "the Manhattan of the desert" because of its towering mud skyscrapers. The city's architecture and history are ancient; it was the capital of Hadramawt in the third century. Some 500 mud towers, each five to seven stories high, are tightly crammed into a half a square kilometer area.

The top floors, where bedrooms and kitchens are located, are often connected to neighboring buildings, allowing families to intermingle without ever going down to the street level.

The oldest dwellings still standing are about 300 years old. The horns of the ibex, now extinct in Yemen but still considered sacred, protrude from the mud facades.

THE MOVIE GUIDE

Robocop 3

Directed by Fred Dekker.
U.S.

It is not a good sign that Peter Weller, who originated the title role of the cyborg police officer in the hit movie "Robocop" and its sequel, is not around for Part 3. In the latest episode of the series, which seems to have nearly run out of steam, he is portrayed by Robert John Burke, an actor who bears some resemblance to Weller while lacking his forerunner's tongue-in-cheek glint of authoritarian machismo. Once again, the setting is a crumbling, futuristic Detroit that is riddled with crime. When the police are not battling gangs of "Splatterpunk" — rotten-toothed, spiky-haired youths who look like a surreal hangerover from 1977 — they are in cahoots with Omni Consumer Products, a Japanese-owned conglomerate. In "Robocop 3," there are only scant glimpses of the satirical imagination that lent the original a sardonic hipness. In the film's ultimate gimmick, Robocop suddenly turns into Superman by donning a special flight jacket. Dr. Lazarus has designed for him. The crudely edited scenes of Robocop whizzing

around Detroit seem like a desperate and ill-advised attempt to give the character an identity that can be stretched for more episodes.
(Stephen Holden, NYT)

Look Who's Talking Now!

Directed by Tom Ropelewski.
U.S.

"Look Who's Talking Now!" is all about Christmas cheer. As a preemptive strike on the Christmas movie trade, it's cheerily inconsequential. In this third in the series of "Look Who's Talking" movies, it's the dogs' turn to talk. What's next? Will David Lynch take over the series and make the sofas and the garbage disposals talk? John Travolta and Kirstie Alley re-team as James and Mollie, the couple with two twinky kids, Mikey (David Gallagher) and Julia (Tabitha Lupien), who acquire two puppies — the scruffy Rocks (voice by Danny DeVito) and the effete poodle Daphne (voice by Diane Keaton). James is now a well-paid pilot for the curvy president (Lysette Anthony) of an international cosmetics firm; Mollie works as an elf for a depart-

ment-store Santa. The reason that the film is borderline pleasant is because, even more than in the first two films, Travolta and Alley are a marvelous team. Now how about ceasing them in a romantic comedy that's really about something?
(Peter Rainer, LAT)

Flesh and Bone

Directed by Steve Kloves.
U.S.

"Bone" isn't a word that often turns up in movie titles. As used by the writer and director Steve Kloves in "Flesh and Bone," it suggests something tough, ominous and strikingly deliberate, qualities that perfectly capture the mood of Kloves's transforming film. Kloves happens to make films ("The Fabulous Baker Boy"), but he thinks like a novelist. He creates original stories out of whole cloth, with a novelist's ability to interweave narrative threads, sustain haunting symmetries and look deep into his characters' hearts. "Flesh and Bone" begins with a heart-stopping prologue set in an isolated Texas farmhouse. As Philippe Rousselot's camera singles out critical details — a worn

cradle, a suspicious dog, a china closet full of valuables, a shotgun — a strange boy appears at the farmhouse late at night, and is taken in by the Willetts, a family: stern father, pretty young mother, infant daughter and school-age son. The lost boy reveals nothing about himself, but the mother notices a star-shaped tattoo at his hairline. "Who'd do such a thing to a boy?" she asks. Kloves has a precise way of guiding his viewers' attention with questions like that one; his spare, lively screenplay is free of stray remarks. It is soon apparent who would do that and even worse things to the boy, once his father, Roy Sweeney (James Caan), steals onto the scene. The farmhouse episode ends devastatingly, with no image more troubling than the stony face of young Arlis Sweeney (Jerry Swindall) as he witnesses the full extent of his father's cruelty. The adult Arlis (Dennis Quaid) has broken away from Roy, but he still wears the same guarded look, as if he has spent his whole life trying to insulate himself from the memory of his childhood. "Flesh and Bone" is about what happens when that memory rearsers itself once and for all.
(Janet Maslin, NYT)



A Marble Museum — No Kidding

By Susan Keselenko Coll

BOVEY TRACEY, England — "Picking Plams," "Eggs the Bush" and "Bounce About" may not be games on the tip of the tongue of most modern youth, but neither are they words from a dead language. When the Game Boy has decomposed and the Mario Brothers are dead and buried, chances are the predictable marble will still be around — or so the evidence on display at the House of Marbles suggests.

Originally launched in 1973 as a board-game manufacturer, this Devon-based company has carved a niche as one of the few remaining producers of hand-made glass marbles in the world. But this is no mere glass factory; a visit to the House of Marbles, situated on the grounds of an 18th-century pottery factory, is an education in marbledom. Visitors can inspect the ancient kilns, watch the glassmakers at work, tour the marble museum, lunch in the restaurant and, not surprisingly, exit via a well-stocked gift shop.

Marbles have been around as long as mankind, say House of Marbles experts, from the crude round pebbles found in prehistoric caves to modern machine-made glass ones. The company produces 85 different types of marbles, and claims to have the widest range in the world.

The production of hand-made glass marbles is a precise and antiquated art, and visitors can watch as the glassmakers gather globs of clear, molten glass on the end of iron rods, add color and then roll the rods back and forth to achieve the spherical shape. The end of the cane is then reheated and the glass is cut off with a shear and formed into marbles.

In addition to producing marbles and games, an offspring company, Teign Valley Glass, also makes a range of glassware, including goblets, vases and ornamental objects.

On exhibit at the museum is a concise but detailed history of glassmaking, with a baffling variety of marbles ranging from the more run-of-the-mill Cat's-Eyes to precious antiques with such exotic names as Micras Snowflakes, End of the Day, Clambroth and Onionskins.

The alert will note that the House of Marbles is a main contributor to the Marble Collectors' Society of America and is assured that the aggregation of these objects is not mere child's play: Antiques change hands for hundreds of dollars each, and a sulfidation recently sold for several thousand dollars, according to William Bavin, who penned the company's "Pocket

Book of Marble Collecting, History and Games."

Collectors aside, however, does anyone still sit down to a game of marbles after a hard day's work?

Indeed, says a House of Marbles representative, Karen King. She cites the yearly Good Friday competition sponsored by the British Marble Association as evidence that the game is alive and well. An American championship takes place in Wildwood, New Jersey, each year, as well.

King explained that marbles' popularity comes in waves. "They are certainly still selling as well now as five or six years ago," she said, and added that the fad seemed to pass from area to area.

Lucy Gillespie, a London primary-school student, is proof that some children still like marbles, even if they're not quite sure what to do with them. Pulling 11 blue machine-made marbles from her pocket, Lucy explained that, although she was not familiar with the traditional games and rules, she and her friends had come up with their own variations. "Every kid that I know," she says, "has at least one marble."

Marbles are good for more than just games, anyway. The company produces a pamphlet describing the marble's manifold applications.

"People are using them now for decoration in glass bowls," King said, and they are equally useful in adorning flower arrangements and potted plants and in making lamp bases and candlesticks. And in addition to at least 20 games to play, marbles are also useful in fish tanks — aesthetics aside, they provide a safe place for fish to lay their eggs.

Susan Keselenko Coll is a free-lance writer living in London.

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سكزا من الأصيل

Surviving the Airlines' Class Wars

By Roger Collis International Herald Tribune

WHEN I started traveling on business in the late 1960s, deciding how to fly was fairly straightforward. There were only two classes on the old narrow-body 707s and DC-8s — first and economy. And three fares — first, economy and excursion.



Richard Yeadon/IHT

Unless you were a boncho, you qualified for first class only on trips of more than 10 hours. We used to creep under the curtain by starting a journey to Los Angeles from Aberdeen instead of London.

My fondest memory of those days was flying from Chicago to Europe. As flights left more or less at the same time in the evening, I would walk up and down with my flexible ticket and choose an airline that gave me four seats across in economy so that I could stretch out and sleep.

Life is more complicated now. First class seems about to succumb to business class, which becomes ever more seductive and costly; economy has more fares than possible moves in chess, and a new "fourth class" cabin for folk who pay the full "Y" fare — almost a quaint relic of the days before deregulation.

Airlines began introducing business class about 15 years ago to reward full-fare business travelers with a separate cabin, sequestered from tourists who were beginning to flood the economy cabins of the new jumbo jets.

prices" and featuring a state-of-the-art sleeper seat with 55-inch pitch ("We were lucky to have had one passenger per flight buying a first-class seat," said an airline spokesman).

A recent survey conducted by Wagons-Lits in Britain found that nearly half of the 400 senior executives polled say that they now use cheaper flights.

With business class replacing first class in everything but name, sooner or later someone had to reinvent the wheel and introduce "fourth class" for people forced by the recession to downgrade to the back of the plane.

Many companies have relegated executives to economy on short flights, typically less than seven hours.

A recent survey conducted by Wagons-Lits in Britain found that nearly half of the 400 senior executives polled say that they now use cheaper flights.

Continental Airlines followed the example of Virgin with the introduction last December of BusinessFirst, offering "all the comforts and services of first at business-class

with building business from the back of an aircraft.

Business class has become a victim of its own success. The premium that you pay for business class over economy has widened dramatically over the last five years. All the frills are showing up in the tickets.

Virgin Atlantic introduced its Mid-Class on several of its services a year ago to segregate refugees from business class paying the full economy fare from the hot pool on restricted tickets.

Other airlines have followed Virgin in re-vamping the class system. Sabena has converted first class into business class, and transformed its old business cabin into full-fare economy class: EVA Airways based in Taiwan, has called its fourth class, Economy Deluxe.

Says Andrew Gray, managing director of Air UK in London — the only European airline to offer a single-cabin service between London (Stansted) and Brussels, Paris, Amsterdam, Düsseldorf, Frankfurt and Florence — "Look at the product mix of Continental or now KLM: it's almost going back to what it was in the 1970s; they call it first/business. Eventually they'll drop the 'business' and call it first class.

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The Frequent Traveler

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DO'S AND DON'TS

Check the Lounge Do check whether the airline provides an airport lounge (preferably airside) for business class passengers.

by your agent. Ask about other carriers and other routings. Indirect routings with foreign airlines are usually cheaper than nonstop flights.

Consolidation Fares

Do shop around for consolidation fares (discounted full fares) for first, full economy and business class, promotional fares (two-for-one offers).

Single Cabin Service

Do consider carriers with single-cabin service.

Indirect Routings

Don't accept the published fare quoted

Four in a Row

Do try to procure a row of four seats for yourself in economy class in which you can stretch out and sleep.

What's in a Name? Marley Heirs Fuming

PARIS — Put this in your pipe and smoke it. Bob Marley was a Jamaican Rastafarian well known for his religious beliefs, which included the use of a smokable herb called marijuana for both spiritual and medicinal purposes.

France. "Marley" products would include tobacco, smokers' articles and matches.

"I can assure you that my principals did not adopt and register the mark 'Marley' with Bob Marley in mind, or with any other Marley, like the famous Dickens character by that name," a Philip Morris spokesman replied.

Mike Zwerin

BOOKS

GANGLAND: How the FBI Broke the Mob

By Howard Blum. 349 pages. \$23. Simon & Schuster.

Reviewed by Christopher Lehmann-Haupt

IN his final 100 or so pages, Howard Blum's book, "Gangland: How the FBI Broke the Mob," finally becomes an absorbing report on how a special unit of the Federal Bureau of Investigation eventually gathered enough evidence to convict John Gotti, the seemingly indestructible crime boss; on how the unit ferreted out a mole who was feeding Gotti information on the FBI's strategy; and on how Gotti's second in command, the violent Salvatore (Sammy Bull) Gravano, was eventually induced to testify against his compatriots.

WHAT THEY'RE READING

• Fred Bittl, Canadian ambassador to China in Beijing, is reading "Voltaire's Bastards" by John Ralston Saul.

"Anyone who has ever asked himself why the world is in such a mess and why our best-laid plans go awry will find this book full of revelation. As a bureaucrat and sometime expert, I find it forces me to rethink many basic assumptions." (IHT)

er's attention, "Gangland" triumphs over nothing so much as itself.

For until that point, its author proves himself more a master of anticlimax than a storyteller. For instance, he starts his narrative with a breathless account of Jan. 17, 1990, the day that all the electronic listening gear that had been

the electronic equipment disclosed nothing. The answer is: absolutely nothing. "The microphones could not pick up a word. The mole had escaped." Readers can loosen their collars and read on.

In the meantime, Blum has devoted a significant portion of his background story to the assassination of Gotti's predecessor as Gambino family boss, Paul Castellano.

This is a tale that was told with much more verve and wit, albeit from Castellano's point of view instead of Gotti's, in a book published two years ago by two FBI agents who worked on the case: "Boss of Bosses: The Fall of the Godfather," by the FBI and Paul Castellano, by Joseph F. O'Brien and Andris Kurins.

Blum's approach is apparent in one typical paragraph: "The night sky exploded. Platinum tracers arched overhead. Suddenly, there was another deep boom, only to be followed by a suspended moment and then, as if hurtling from heaven itself, a magnificent red star filled the sky. It burned like a supernova. It was at this instant, just a few minutes before midnight on July 4, 1987, that John Gotti walked out the door of the Bergin and toward the street."

The purpose of this incendiary prose is to show how Gotti once masterminded an illegal fireworks display, a point whose vestigial shock value is undermined by an anecdote told earlier by Blum in which the FBI is ridiculed for its concern with something as petty as illegal fireworks.

Even when the narrative eventually takes hold and the mole is identified, we realize that Blum has been telling this particular character's story from the start in a series of arbitrarily placed passages that have no logical connection with anything else that is happening along the way.

This only heightens the sense that the author is clumsily manipulating his readers, something he also does by referring several times to information being exchanged by

AUSTRIA

KunstHaus (tel: 712.04.95). To Jan. 27. "Jan Miro: Sculptures and Drawings." More than 90 sculptures created in the 1960s and '70s and 30 drawings by the Catalan artist. While his early sculptures combined ordinary objects in a surrealistic way, in the 1960s Miro used discarded objects and assembled them to give an impression of freedom and dynamics.

AUSTRALIA

Brisbane Queensland Art Gallery (tel: 240.7533). To Dec. 5. "The First Asia-Pacific Triennial of Contemporary Art." This exhibition of about 200 paintings, prints, photographs and pieces of sculpture represents the work of 77 artists from the Asia-Pacific area.

BELGIUM

Antwerp Ethnographical Museum (tel: 231.20.58). To Dec. 31. "The Face of the Spirits: Masks from Zaire." Painted wooden masks representing natural spirits and ancestors that are used in such ceremonies as the initiation of young men, funerals and judgments of thieves.

BRITAIN

Dublin Irish Museum of Modern Art (tel: 746.665). To Jan. 9. "Jeff Wall." Features works that were created over the last decade. This Canadian artist makes a statement about modern times with his big transparencies. He makes different mediums — certain facets of cinema and advertising — in his pieces. To Jan. 16. "Max Ernst: Sculpture 1934-74." Includes more than 40 bronze works by this Surrealist artist.

London Barbican Art Gallery (tel: 071.638.5403). Continuing. To Dec. 12. "Bill Brant: Photographs 1928-33."

Barbican Center (tel: 071.638.8891). Three performances by the St. Petersburg Philharmonic Orchestra: Rachmaninov Anniversary Concert (on Nov. 15); Stravinsky's "Petrushka" (1947 version) and Prokofiev's "Sinfonia No. 5" (on Nov. 16); and a Berlioz, Sibelius and Rachmaninov program (on Nov. 17).

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Paris Centra Georges Pompidou (tel: 44.78.12.33). To Dec. 13. "Maniaco." Uta Hagen's 1960-1990. More than 200 paintings, sculptures and drawings by 60 artists, including Picasso, Bacon, Dubuffet, Febrayolle, Matisse, Tapes, Souza, Manes, Soto and Pollock.

Grand Palais (tel: 44.13.17.17). Continuing. To Jan. 5. "Nabie Bonnard, Vuillard, Maurice Denis, Vallotton: 1889-1900." Jeu de Paume (tel: 42.60.69.69). To Jan. 2. "Art & Language." The branch of artists David Bainbridge, Michael Baldwin, Terry Atkinson and Harold Hurrell, this movement was created in 1968. It looks upon art to the public on Nov. 20 until midnight, and Nov. 21 until 6 P.M.

Musee du Louvre (tel: 40.20.50.50). Nov. 18. The Richeleu Wing, formerly occupied by the French Ministry of Finance, opens to the public. Permanent exhibition of oriental antiquities (from Mesopotamia and Islam); French sculpture from the Middle Ages to the 19th century; French, German, Dutch and Flemish paintings and artworks. The museum will be open free of charge to the public on Nov. 20 until midnight, and Nov. 21 until 6 P.M.

Musee Marmottan-Claude Monet (tel: 42.24.07.02). Continuing. To Dec. 31. "Homage aux Femmes Impressionistes." Musée d'Orsay (tel: 40.49.48.65). Continuing. To Jan. 2. "From Cezanne to Matisse: Masterpieces from the Barnes Foundation in Philadelphia."

Versailles Château de Versailles (tel: 30.84.74.00). To Feb. 27. "Versailles et les Tables Royales en Europe du XVIème au XIXème Siècle." China, glassware and silverware used at the Court of Versailles. Includes Louis XVI china set, now the property of the Queen of England.

DENMARK

Copenhagen Statens Museum for Kunst (tel: 33.91.21.25). To Nov. 28. "Picasso & Cubism 1907-1914."

Montreal Canadian Center for Architecture (tel: 939.7000). To Jan. 2. "Exploring Rome: Piranesi and His Contemporaries." Drawings, sketchbooks, prints, books, letters and manuscripts showing how 18th-century artists, collectors and antiquarians created and spread a new vision of antiquity.

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GERMANY

Berlin Martin-Gropius Bau (tel: 254.890).



An installation by Julian Opie at the Hayward Gallery in London.

Covers the years when Braque and Picasso created Cubism by redefining the pictorial concept of reality.

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century from the Indian Museum, Calcutta. The life of Buddha and the growth of the Buddhist religion is portrayed by 59 exhibits, mainly sculptures and narrative frescoes.

Barcelona Fundació Joan Miró (tel: 339.1908). To Nov. 28. "Low Tide: Serain Rodriguez's mixed-media works — including graffiti and charcoal silhouettes — are reminiscent of the objects that become uncovered on a beach at low tide. He says: 'They are works that I needed to show myself and also show others.'

Jerusalem The Israel Museum (tel: 708.911). To Jan. 4. "Marc Chagall: Dreams and Drama." A collection of Chagall's early works done in Russia between 1908 and 1920, including the murals made for the Russian theater in Moscow along with sketches of sets and costumes.

London Barbican Art Gallery (tel: 071.638.5403). Continuing. To Dec. 12. "Bill Brant: Photographs 1928-33."

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NYSE

Thursday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

12:00pm High Low

Symbol	High	Low	Open	Close	Change
IBM	115.25	114.75	115.00	115.00	+0.25
MSFT	55.25	54.75	55.00	55.00	+0.25
ORCL	45.25	44.75	45.00	45.00	+0.25
GOOG	115.25	114.75	115.00	115.00	+0.25
AMZN	45.25	44.75	45.00	45.00	+0.25
EBAY	35.25	34.75	35.00	35.00	+0.25
SHOP	25.25	24.75	25.00	25.00	+0.25
WAL	115.25	114.75	115.00	115.00	+0.25
WMT	45.25	44.75	45.00	45.00	+0.25
CVS	35.25	34.75	35.00	35.00	+0.25
DIS	25.25	24.75	25.00	25.00	+0.25
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MSFT	55.25	54.75	55.00	55.00	+0.25
ORCL	45.25	44.75	45.00	45.00	+0.25
GOOG	115.25	114.75	115.00	115.00	+0.25
AMZN	45.25	44.75	45.00	45.00	+0.25
EBAY	35.25	34.75	35.00	35.00	+0.25
SHOP	25.25	24.75	25.00	25.00	+0.25
WAL	115.25	114.75	115.00	115.00	+0.25
WMT	45.25	44.75	45.00	45.00	+0.25
CVS	35.25	34.75	35.00	35.00	+0.25
DIS	25.25	24.75	25.00	25.00	+0.25
INTL	15.25	14.75	15.00	15.00	+0.25
SPY	115.25	114.75	115.00	115.00	+0.25

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THE TRIB

ALL STREET
Buying

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هكذا من الأصل

THE TRIB INDEX: 108.85

International Herald Tribune World Stock Index, composed of 280 internationally investible stocks from 25 countries, compiled by Bloomberg Business News, Jan. 1, 1992 = 100.

World Index: 108.85 (Nov 1993) vs 100 (Jan 1992)

Region	Approx. Weighting	Close	Prev.	Change
Asia/Pacific	32%	125.43	124.33	+1.10
Europe	37%	107.25	107.66	-0.41
North America	26%	95.36	95.37	-0.01
Latin America	5%	104.96	103.59	+1.37

Industrial Sectors

Sector	Th. Close	Prev. Close	% Change
Utilities	108.08	108.13	-0.06
Energy	114.76	114.60	+0.16
Finance	117.40	117.04	+0.36
Services	118.42	117.34	+1.08
Capital Goods	103.81	103.50	+0.31
Raw Materials	103.91	104.05	-0.13
Consumer Goods	93.13	93.17	-0.04
Miscellaneous	121.57	118.78	+2.79

For more information about the index, a booklet is available free of charge. Write to Trib Index, 181 Avenue Charles de Gaulle, 92221 Neuilly Cedex, France.

Sharp Fall In London

For Stock of Euro Disney

By Lawrence Malkin
International Herald Tribune

NEW YORK — Hoping to capitalize on the huge and sophisticated California market, Pacific Bell announced Thursday it would invest \$16 billion to become the first of America's regional telephone companies to build its own network for voice, data and video services without letting a cable television company in on the ground floor.

Construction of this information superhighway to replace copper cables with fiber-optic and coaxial cables will last seven years, with the goal of hooking up half of the company's clients, or about 5 million homes, by the end of the decade.

American Telephone & Telegraph Co. will supply its new video switching gear at a cost of \$5 billion, in what is said to be the largest such equipment contract ever.

The U.S. parent, Walt Disney Co., said it would provide financial support for "a limited period" while its European offspring sought to secure new financing.

In New York, Moody's Investors Service said Thursday it might cut its ratings on \$1.3 billion of Walt Disney Co.'s long-term debt.

The agency said the review had been prompted by concerns that recent "acceleration of heavy losses" at Euro Disney might result in the "deterioration of debt protection measurements" for bond holders.

But the U.S. parent, undeterred by its floundering effort to apply the Disney formula to European culture, announced plans Thursday for a new 1,200-acre (485-hectare) theme park in Virginia dedicated to Americana.

The park, called Disney's Ameri-ca, is slated to open in early 1998 and will be a radical departure from Disney's existing parks, which revolve around Disney characters and films.

The park will focus on rides and attractions that celebrate the United States — from piloting virtual-reality World War II fighters to hosting televised political debates.

The park will be in Prince William County, about 30 miles (50 kilometers) from Washington.

Analysts have noted that the site could have the potential drawback of not being open during the winter.

(AFP, Bloomberg, Knight-Ridder)

Pacific Bell Goes Solo on the Superhighway

Pacific Bell said it would offer "an alternative to the existing cable-television monopoly." But as company officers elaborated on the plan, the only thing that seemed clear was that the company, like other regional Baby Bells, is determined not to be left out of the frantic industrial reorganization forced on the communications industry by new technology.

[Raymond Smith, chairman of Bell Atlantic Corp., told Bloomberg Business News on Thursday that his Baby Bell might boost the \$13 billion it plans to spend on upgrading its system to \$20 billion.]

Although telephone companies are prohibited from owning traditional cable TV program companies, Phil Quigley, president of Pacific Bell, said his company planned to offer to rent and seek permission to offer customers a "video dial tone" that would bring a wide choice of video services into their homes and offices on request.

Bell Atlantic has already won such a suit, permitting it to offer video services on the East Coast around Washington.

Any local telephone company that can wire a house and produce that kind of dial

tone has the opportunity to dominate its market. Asked about the possibility of regulatory restraints, a Pacific Bell spokesman said "the Clinton administration is in favor" of the new information superhighway and is unlikely to "stand in the way."

The spokesman said Pacific Bell was negotiating with brand-name television programmers, shipping networks and other software companies to offer them its new network. But their participation would be as customers on a common carrier, rather than investors or partners in a potential merger.

Still, Sam Ginn, the Pacific Bell chairman, said there might be "other partnerships and alliances" in the future. Presumably, these would help supply the huge capital needs of the project as well as ensure the company can offer popular entertainment services in competition with traditional cable.

Other Baby Bells have hooked up with cable companies to upgrade their systems for entertainment, interactive television, home shopping, access to data bases and other telecommunications advances.

Bell Atlantic has agreed to buy Tele-Com-

The Making of a Chemicals Empire

By Jacques Neher
International Herald Tribune

PARIS — As the world's petrochemicals giants suffer one of their worst downturns, Joe Huntsman is stepping up his efforts to assemble an international chemicals empire.

The self-made millionaire from Salt Lake City, Utah, has struck again. His Huntsman Chemical Corp., which owns Huntsman Chemical Corp., the largest privately held chemical company in the United States, announced an agreement Wednesday to buy two specialty-chemical units, with annual sales of \$200 million, from Monsanto Co.

In September, Mr. Huntsman, in partnership with the Australian media magnate Kerry Packer, signed a \$1.06 billion deal to buy most of the assets of Texaco Chemical Co., a maker of ethylene, propylene, ethylene oxide, ethylene glycol and MTBE. The company had sales last year of \$1.4 billion.

The same day, Mr. Huntsman agreed to acquire the expandable-polystyrene operations in northern France of Elf-Atochem, the chemicals subsidiary of Elf-Aquitaine.

Since the spree began this year, when Mr. Huntsman joined forces with Mr. Packer's Consolidated Press Holdings in the Chempet petrochemicals complex in Melbourne, the Huntsman chemicals galaxy has more than doubled in size, to about \$3.3 billion in sales.

"Everyone is complaining how terrible the chemical industry is, and here's a guy that's bucking the trend by buying at the bottom of the cycle," said Jay Hickman, chemicals analyst at First Boston. "This man is real smart."

Mr. Huntsman, 56, said recently in Paris that as a private company, Huntsman had an advantage over the big publicly traded petro-

He expressed optimism that the Texaco chemical operations would become profitable under Huntsman management. The business had an operating loss last year of \$49 million.

Mr. Huntsman's acquisition strategy has been aimed at expansion in specialty chemicals, which are less volatile but draw on many of the same feedstocks as other chemicals.

The chemical facilities in the Monsanto deal produce linear alkyl benzene, which is used in household detergents and cleaners, and maleic anhydride, which is used in plastics, motor oil, mouthwash and artificial sweeteners.

Mr. Huntsman said he would continue to invest with Mr. Packer, most likely in domains outside the plastics industry.

"Kerry and I have no boundaries," he said. "We will look wherever the opportunities may exist."

He described his engagements with Mr. Packer as long-term, adding that the two had developed a close friendship over the past year. Mr. Huntsman originally tried to buy 100 percent of Chempet, but after meeting Mr. Packer during the negotiations, the two decided to form a joint venture.

Mr. Huntsman, who served as White House appointments secretary under President Richard Nixon, started in the chemicals business in 1970 with an idea to produce egg cartons from polystyrene.

analysts say their track record has been spotty.

Siemens, whose interests range from transportation to telecommunications, power generation and medical technology, "has the ideal prerequisites to become a success story in Asia," said Klaus Perschbacher, an analyst at Nomura Research Institute in Frankfurt.

So far, however, Siemens has trailed one of its major international competitors, the Swedish-Swiss industrial conglomerate ABB Asea Brown Boveri Ltd., in Asian involvement.

Siemens sales in the region total just 4 percent of its global turnover, a fraction of the region's 17 percent share of ABB sales, Mr. Perschbacher said.

BellSouth Offers QVC \$1.5 Billion

NEW YORK — BellSouth Corp. will invest \$1.5 billion in QVC Network Inc. if QVC succeeds in its hostile bid for Paramount Communications Inc., the potential partners said Thursday.

Liberty Media Corp. meanwhile agreed to divest its 22 percent stake in QVC if QVC's Paramount bid is successful, and has withdrawn from its agreement to invest \$500 million in that bid.

The agreement between BellSouth and QVC stipulated they would form a joint venture to pursue opportunities in interactive television and communications.

The deal, announced after the stock market closed, calls for BellSouth to purchase \$1 billion of QVC common stock, or about 16.7 million shares, at \$60 a share, and \$500 million convertible preferred stock.

QVC is bidding for Paramount against Viacom Inc., which is offering about \$1 billion.

WALL STREET WATCH

A Buying Spree Keeps Radio Playing

By Andrea Adelson
New York Times Service

NEW YORK — On the information superhighway of the future, radio stations may seem obsolete.

But many investors consider them bargains compared with television stations and note that advertising revenue is approaching record levels. And the market for initial public offerings for radio-station operators is reaching euphoric levels.

So far this year, seven radio companies have taken advantage of the market's enthusiasm for media stocks by selling shares to the public, some for the first time.

An index of 14 radio stocks — which includes companies such as ABC/Capital Cities and Gannett Co. that also have non-radio holdings — rose 52.2 percent from Jan. 31, 1992, to Sept. 30 of this year, according to Radio Business Reports. That compares with a 10.3 percent gain by the stocks on the Dow Jones industrial average.

Prices have risen sharply for new stocks in radio companies, including Infinity Broadcasting, based in New York; EZ Communications, based in Fairfax, Virginia; Evergreen Media, based in Irving, Texas; and Clear Channel Communications, based in San Antonio.

But investors in SFX Broadcasting and Multi-Market Radio, which are owned by Robert F. X. Sillerman, a financier, are waiting for similar price appreciation, perhaps because of the industry's skepticism about Mr. Sillerman's tactics for buying and selling stations.

Lisbeth Barron, a media analyst for S.G. Warburg, said radio was winning new investor respect for its more fundamental growth potential than high-technology stocks, which are rising in part on speculation about emerging communications technologies.

Why is radio the new rage? The Federal Communications Commission liberalized ownership rules last year. A broadcaster can now own 18 AM and 18 FM stations, instead of 12 of each. As a result, deals totaling \$2.1 billion have been announced this year for 1,143 stations, 88 percent above the level for the corresponding period a year ago, according to Radio and Records, an industry newspaper.

Radio stations look like bargains compared with broadcast television. Radio stations are selling for 8.8 times cash flow, compared with 8.5 times cash flow for network television affiliates, said Paul Kagan Associates, a media consulting company. Five years ago, TV stations sold for 13 times cash flow.

But industry executives and analysts have raised warning flags about Multi-Market and SFX Broadcasting. Mr. Sillerman has affiliates in both companies, and he or his affiliates have had interests in 80 stations since 1978, securities filings show.

Mr. Sillerman's reputation as a wheeler-dealer has prompted other broadcasters to criticize him for buying and selling properties for a quick profit, rather than operating them as going concerns. And it is an open question, analysts say, whether SFX can stay ahead of its \$17 million in annual interest payments.

China Lifts German Hopes for Contracts

By Brandon Mitchener
International Herald Tribune

FRANKFURT — A German delegation scheduled to visit China next week with Chancellor Helmut Kohl will be well rewarded for its efforts, China pledged Thursday.

Wu Jianmin, a spokesman for the Chinese foreign ministry, hinted at "contracts and cooperative protocols" in such areas as iron and steel, transportation, energy, chemicals, machinery, electronics, telecommunications and environmental protection.

"China appreciates the positions that the German government has taken, such as refusing to sell arms to Taiwan and adhering to its 'one China' policy," Reuters quoted Mr. Wu as saying.

Prime Minister Li Peng also said the Germans would return with "packed suitcases."

Economics Minister Günter Rexrodt, who is to accompany Mr. Kohl on the trip, recently estimated the total value of the contracts in question at 6 billion Deutsche marks (\$3.6 billion).

China is the biggest customer for German capital goods in Asia and one of its fastest-growing trade partners.

German exports to China rose 40 percent last year, and then 86 percent in the first half of 1993, to 5.6 billion DM, while imports from China grew 12 percent, to 7.6 billion DM.

The size and makeup of the German delegation indicate the importance Germany places on its trade with the fast-growing countries of Asia, China in particular.

Mr. Kohl and Mr. Rexrodt are to be joined by the German cabinet officials responsible for research, development and post and telecommunications, as well as such major industrialists as the chairman of Siemens AG, Heinrich von Pierer, and the head of Daimler-Benz AG, Edgar Reuter.

Germany is reacting to suggestions that a lack of government support was one reason Siemens, the electrical giant, lost a high-profile, \$2.5 billion contract to build a high-speed rail line in South Korea to a competing French-British consortium.

In China, Siemens hopes to win a \$416 million contract to build a subway system for the southern city Guangzhou.

While some big German companies, such as Siemens, Daimler-Benz and Volkswagen AG, are already ready to invest in China, analysts say their track record has been spotty.

Siemens, whose interests range from transportation to telecommunications, power generation and medical technology, "has the ideal prerequisites to become a success story in Asia," said Klaus Perschbacher, an analyst at Nomura Research Institute in Frankfurt.

So far, however, Siemens has trailed one of its major international competitors, the Swedish-Swiss industrial conglomerate ABB Asea Brown Boveri Ltd., in Asian involvement.

Siemens sales in the region total just 4 percent of its global turnover, a fraction of the region's 17 percent share of ABB sales, Mr. Perschbacher said.

Bank-to-Bank Lending Takes Dive in 2d Quarter

By Carl Gewirtz
International Herald Tribune

PARIS — The shift away from what was traditional banking business is accelerating with a near-record decline in bank lending to other banks during the second quarter, the Bank for International Settlements reported Thursday.

Despite this, net international bank lending rose \$40 billion, for an annual growth rate of 4.5 percent, the report said.

Japanese banks have been in the forefront of withdrawing from the traditional interbank business, which is not tremendously profitable.

The report says the data suggest that there had been "a very large cutback in credit lines with non-related banks."

Commenting on the steady decline of interbank business since the end of 1990, the report said this was confirmation of the trend by banks and other intermediaries to make increase use of new off-balance sheet techniques.

Interest-rate swaps are in the forefront of these techniques; they rose by a notional amount of \$2.8 billion last year. The total notional amount of interest-rate swaps outstanding at the end of last year was \$3.85 trillion.

This almost matches the \$3.9 trillion in interbank positions outstanding at mid-1993. But the figures are not entirely comparable, since the swaps are notional contract amounts rather than actual cash positions in the interbank market.

The report said that most of the

CURRENCY & INTEREST RATES

Cross Rates										Eurocurrency Deposits									
Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate	Country	Rate
Australia	1.85	1.85	1.28	1.28	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31
Canada	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28
France	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28
Germany	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28
Japan	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28
UK	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28
US	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28

BLANCPAIN

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MARKET DATA

Select Blue Chips Catch Market's Eye

NEW YORK — Stocks were mixed Thursday as traders focused on developments at individual companies. The Dow Jones industrial average slipped 1.12 points, to 3,662.43, but advancing stocks led decliners.

Yen Adds to Advance, Dollar Optimism Grows

NEW YORK — The yen added to its recent gains against the dollar on Thursday, but the U.S. currency advanced against European units. The dollar fell to 106.405 yen, down from its close on Wednesday at 107.08 yen, containing a trend.

Foreign Exchange

spurred Wednesday by heavy Japanese buying of yen as corporations repatriated assets to shore up weak balance sheets. But the dollar strengthened against other currencies, rising to 1.6394 Deutsche marks from 1.6375 DM, as analysts predicted U.S. retail sales data due Friday would add to a series of indicators pointing to a strengthening U.S. economy.

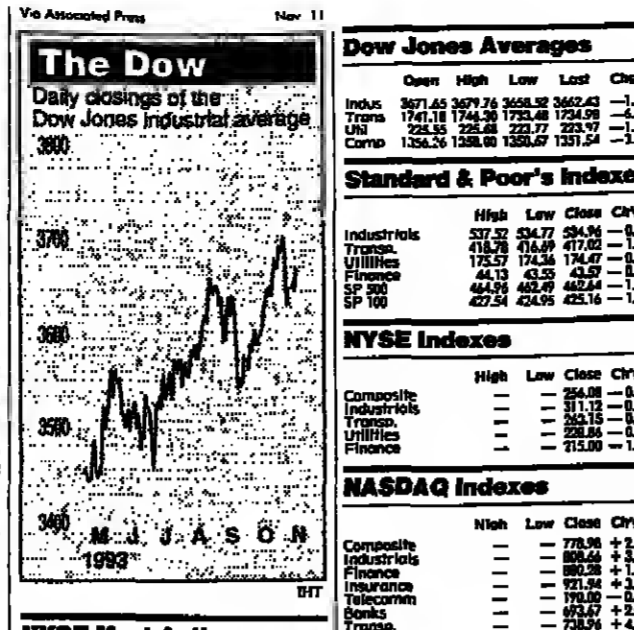


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EUROPEAN FUTURES

Table with columns: Class, High, Low, Prev, Chng. for European Futures. Includes categories like Food, Metals, and Stock Indexes.

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IBM Weighs Sale of \$2 Billion Unit

NEW YORK (AP) — International Business Machines Corp. said Thursday that it was considering selling a \$2 billion division that develops special computer products for the federal government.

B. F. Goodrich Buys Aerospace Unit

AKRON, Ohio (AP) — B. F. Goodrich Co. said Thursday that it would pay \$300 million to acquire Rosemount Aerospace from Emerson Electric Co. of St. Louis.

Reichmann Sets Mexico City Project

MEXICO CITY (Bloomberg) — The real estate investor Paul Reichmann and the investor George Soros announced Thursday that they had teamed up in a \$1.5 billion venture to build a major office, shopping-center and restaurant complex in Mexico City.

Washington Post Puts News On-Line

WASHINGTON (Bloomberg) — Washington Post Co. said Thursday that it was creating a subsidiary to give readers access to news and advertising through personal computers, telephones or facsimile machines.

Gulf Air Buys 12 Boeing 777 Jets

DUBAI, United Arab Emirates (Combined Dispatches) — Gulf Air, the flag carrier of four Gulf states, signed a \$2 billion agreement on Thursday to buy 12 Boeing 777 jets.

China: Austerity Cure Could Be Worse Than the Fast-Growth Disease

Continued from Page 1 straightforward: to stop wasteful spending on things such as golf courses when power plants and dams were being built for funds, to get control of inflation that was running at more than 20 percent in urban areas and was still climbing, and finally, to slow China's reckless economic growth, which was running at a 13.9 percent rate in the first half of the year.

WORLD STOCK MARKETS

Large table listing stock market data for various countries including Amsterdam, Helsinki, Hong Kong, Montreal, Sao Paulo, Singapore, Stockholm, Sydney, Toronto, Zurich, Frankfurt, London, Milan, Madrid, and others. Columns include stock names, prices, and changes.

AMERICAN STOCK MARKETS

Table listing American stock market data for various sectors and individual stocks. Columns include stock names, prices, and changes.

U.S. FUTURES

Table listing U.S. futures market data for various commodities including Grains, Metals, Livestock, and Financial. Columns include contract names, prices, and changes.

U.S. AT THE CLOSE

Table listing U.S. stock market data at the close, including major indices like the Dow Jones Industrial Average, S&P 500, and NYSE Composite. Columns include index names, values, and changes.

For investment information read THE MONEY REPORT every Saturday in the IHT

AP/11/12/93

Royal Dutch Shares Fall on Oil Outlook, Despite Profit Rise

Compiled by Our Staff From Dispatches
LONDON — Royal Dutch/Shell Group said Thursday its profit rose 8 percent in the third quarter despite "difficult market conditions" but the company's stock tumbled because of the slumping oil market.

Under the current-cost method, which values inventories at market levels, the oil company posted net income of \$861 million (\$1.27 billion). That was up from \$797 million a year earlier and toward the high end of analysts' forecasts of \$650 million to \$900 million. Revenue rose 19 percent, to \$15.8 billion.

The figures included a loss of \$168 million at the chemicals division, compared with a loss of \$41 million a year earlier, and restructuring charges of \$170 million.

Net income on a historic-cost basis, which includes the effect of shifting oil prices on inventories, rose 7 percent, to \$809 million. Brent blend crude oil averaged \$16.50 a barrel in the third quarter, a decline of 17.5 percent from the year-earlier average of \$20.

Despite the improvement in profit, Royal Dutch's shares fell 2.2 percent Thursday, closing at 197.10 guilders (\$103.74), down 4.50.

"We faced difficult market con-

ditions across a wide range of our businesses," John Jennings, chairman of the group's British arm, Shell Transport & Trading PLC, and a managing director of Royal Dutch/Shell Group, said. The company is owned about 60 percent by Amsterdam-based Royal Dutch Petroleum Co. and 40 percent by Shell Transport.

"The company is showing a flag of caution over the outlook for next year," said Nick Clayton, a Nomura Securities Co. analyst. "Shell is going through a tough restructuring process, and the benefit of that is not going to come through until 1995," he said, adding that 1994 "is going to be another difficult year."

Mr. Jennings, who took over the chairmanship of Shell from Sir Peter Holmes on July 1, said of the company's restructuring program: "We will see benefits showing through in most of our companies in the relatively near term, but it takes time."

His cautious tone was due in part to the continuing slump in oil prices. North Sea Brent crude for December delivery fell Thursday to \$15.21 a barrel on the International Petroleum Exchange, Brent's lowest level since February 1989.

(Reuters, Bloomberg, AFP)

Morocco Courts Foreign Investors Economy Looks Poised to Cash In on Decade of Austerity

By Roger Cohen
New York Times Service

RABAT, Morocco — For several weeks, Kerry Yeager, a project manager for AES Corp. of Arlington, Virginia, has been bunched down in a suite at the Hyatt hotel here hammering out the terms of the biggest American investment ever in Morocco.

"We are coming here because Morocco is pro-Western, stable and has as good and sophisticated a group of people as I've ever met," Mr. Yeager said.

He has reason to be bullish. AES is about to close to \$600 million into building a major thermal power plant and so has a keen interest in Morocco's stability. But it is not alone in taking a new look at Morocco, whose cheap labor, proximity to Europe and fast-growing population have prompted talk here of the potential similarities between Morocco's relationship to Europe and Mexico's to the United States.

After a decade of economic adjustment directed by the International Monetary Fund, Morocco has seen inflation reduced to 5.6 percent, tariffs cut and the foreign-debt burden lowered. As a result, Morocco is seen as ripe for a wave of foreign investment to exploit growing domestic market and the potential for using the country as a low-cost base for exports to Europe.

Without that investment, Western officials say, a demographic explosion expected to swell the population from 25 million to 40 million by the end of the century could prompt millions of Moroccans to cross the 8 miles of water (13

kilometers) separating them from an increasingly xenophobic Europe.

Morocco appears to offer the best chance of an economic success story in North Africa. Its gross national product rose 4.5 percent a year from 1985 to 1991, and 3.5 percent in the last two years, when harvests were bad.

Already, foreign investment has risen fourfold in the five years to 1992, when it totaled \$500 million. This year, the investment will be far higher as Spanish textile companies

mentalism has thrived on economic misery in both Egypt and Algeria. Aware of the danger, King Hassan has been trying to open the economy and has pressed to expand links to the European Community.

André Azoulay, chief economic adviser to the king, said: "We are eight miles from Europe, and we want to be part of Europe. What we would eventually like is a full free trade zone with Europe, along the lines of the North American Free Trade Agreement."

After having scoffed at Morocco's interest in joining the European Community, now Europe has sharpened interest in the country's economic and political stability because of the prospect that Algeria could become another Iran.

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such as Cortefiel SA have been moving production to Morocco because labor costs are at less than 25 percent of European levels.

Morocco's luck, however, in neighboring Algeria, the rise of militant Islamic fundamentalism has led to unrest that has claimed 3,000 lives over the last two years. While King Hassan II of Morocco has kept a tight lid on similar movements in Morocco, and there is no sign of their making headway, the danger of a spillover persists.

Unemployment stands at about 16 percent, and illiteracy at about 55 percent. Funda-

mentism has thrived on economic misery in both Egypt and Algeria. Aware of the danger, King Hassan has been trying to open the economy and has pressed to expand links to the European Community.

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Mr. Azoulay predicted fast progress on a privatization program devised in part to lessen Morocco's dependence on agriculture, which accounts for more than one-fifth its national output. The program involves the sale of 112 companies and is expected to raise about \$2.2 billion.

A wide range of Moroccan businesses — including mining, textiles, paper, banks, insurance and hotels — are on the block, and foreign investment is encouraged.

A decisive stimulant to the economy could come if Morocco secures diplomatic recognition to Israel. There are more than 500,000 Jews of Moroccan descent in Israel, and many more in the United States and Canada.

Mr. Azoulay, a Moroccan Jew, and other officials said they believed these people would be ready to invest in Morocco if it recognized Israel.

Investor's Europe

Frankfurt DAX	London FTSE 100 Index	Paris CAC 40
2100	3300	2300
2000	3100	2200
1900	2900	2100
1800	2700	2000
1700	2500	1900
1600	2300	1800
1500	2100	1700
1400	1900	1600
1300	1700	1500
1200	1500	1400
1100	1300	1300
1000	1100	1200
900	900	1100
800	700	1000
700	500	900
600	300	800
500	100	700
400		600
300		500
200		400
100		300
0		200

Exchange	Index	Thursday Close	Prev. Close	% Change
Amsterdam	CBS Trend	133.50	134.20	-0.52
Brussels	Stock Index	Closed	6,988.74	-
Frankfurt	DAX	2,023.33	2,023.84	-0.03
Frankfurt	FAZ	779.53	784.96	-0.69
Helsinki	HEX	1,532.86	1,520.14	+0.84
London	Financial Times 30	2,340.50	2,342.60	-0.09
London	FTSE 100	3,099.70	3,098.50	+0.04
Madrid	General Index	299.84	301.56	-0.57
Milan	MIB	1,189.00	1,204.00	-1.25
Paris	CAC 40	Closed	2,087.33	-
Stockholm	Affarsveeriden	1,685.99	1,658.90	+1.02
Vienna	Stock Index	453.03	457.34	-0.94
Zurich	SBS	929.16	934.43	-0.56

Sources: Reuters, AFP International Herald Tribune

Very briefly:

- Deutsche Aerospace AG aims to return to profit in 1995. Chairman Jürgen Schrepp said. In an interview with Die Welt, he said the company's losses for 1993 and 1994 were due to nonrecurring costs related to job losses and restructurings.
- Scandinavian Airlines System said its recently announced survival plan would entail cost cuts of 2 billion kroner (\$243.5 million) to 2.5 billion kroner, to be made by selling activities not related to flight operations.
- Spain's unemployment rate rose to 17.2 percent in October from 16.6 percent in September, according to Employment Ministry data. The Economy Ministry, which separately tracks unemployment in Spain, reported the rate as 21.2 percent for August.
- Spain has offered to raise pensions in line with inflation and agreed not to withdraw unemployment benefits from workers eligible for redundancy payments, in a bid to ease talks between unions and employers.
- Karstadt AG, Germany's largest retailer, said its supervisory board approved a takeover of Hertie AG, the country's third-largest retailer.
- Companies controlled by Salvatore Ligresti asked the merchant bank Mediobanca SpA to negotiate with creditor banks to reschedule debts totaling 2.8 trillion lire (\$1.69 billion), a spokesman for Mr. Ligresti said.

Pearson Offers Royal Doulton Shares in Spin-off Minorco Shareholders Back Swap With Anglo

Compiled by Our Staff From Dispatches
LONDON — Pearson PLC, the British media and financial company, said Thursday it would give its shareholders one common share of Royal Doulton Ltd. for every 10 Pearson shares held as part of its spin-off of the porcelain maker.

Pearson also announced that its third-quarter pretax profit totaled \$100.6 million, up 63 percent from a year earlier. After adjusting for exchange-rate movements, the

company said pretax profit was up 43 percent from a year earlier.

The company's shares rose 20 pence on Thursday, to 578 pence, boosted in part by two exchange houses that raised profit forecasts for the year. Panmure Gordon raised its forecast to \$209 million from \$201 million, while Hoare Govett raised its estimate to between \$206 and \$212 million from \$203 million. The company's pretax profit in 1992 was \$150.6 million.

Pearson said Royal Doulton would offer shareholders a second-half dividend of 3 pence per share.

The company had announced in July that it would spin off Royal Doulton, the world's largest maker and distributor of china, with such brand names as Minorco, Royal Albert and Royal Doulton.

By spinning off the business, Pearson will focus on newspaper and television activities. Those interests include the Financial Times,

Les Echos of France and the book publishers Penguin, Viking and Addison-Wesley.

"Pearson will be left a strong company that will be more focused," said Neil Barton, an analyst at Merrill Lynch & Co.

If Pearson shareholders approve the spin-off of Royal Doulton at an extraordinary general meeting on Dec. 1, the shares are expected to begin trading on Dec. 2.

Pearson said Royal Doulton's sales increased 4 percent during the first six months of 1992 after adjusting for exchange rate movements. The company said most of this increase occurred in Britain and the United States.

Earlier this week, Pearson lost a bidding battle for Macmillan Inc., which has been considered the jewel of the late Robert Maxwell's publishing empire. Paramount Communications Inc. won the battle, agreeing to pay \$52.75 million for the publishing house.

(Bloomberg, AFX, Reuters)

American will increase its share in Minorco to 45.8 percent, while De Beers Centenary, which holds all of the interests owned by the De Beers group outside South Africa, will increase its holding to 22.6 percent.

(AFP, AFX)

U.K. Watchdog Clears Perfume Makers

Compiled by Our Staff From Dispatches
LONDON — The Monopolies and Mergers Commission said Thursday it had absolved several leading perfume houses of operating a cartel to keep prices artificially high but noted that anomalies existed in some distribution systems.

The watchdog body said in its report on perfume supplies to British retailers that although a monopoly existed, it did not operate against the public interest.

The investigation followed complaints by retailers that perfume makers had refused their orders, apparently because of the down-market image given by the

VISION: Asia Looks Warily at U.S. Economic Aims

Continued from Page 1

APEC's senior U.S. official acknowledged, "There are some suspicions on the part of our Asian colleagues about a hidden U.S. agenda here, and there isn't a hidden agenda."

White House aides hope, nevertheless, to steer the Asia-Pacific forum from a nebulous "talkfest," as one put it, to a more focused policy-making body dedicated to speeding the flow of goods and services across the Pacific. As a start, they hope the Seattle meeting will serve to spur the Uruguay round of global trade talks to a conclusion.

Although no trade breakthroughs can be expected to occur, the symbolism of the Seattle meetings will be large. Not since President Lyndon B. Johnson attended an Asian summit meeting in Manila in 1966 has an American president met leaders of the major Pacific powers as a group.

"What you might say is that the meeting is the message," said Joan Edelman Spero, the State Department's chief economics official.

The idea that the United States sees its future more as a Pacific than as an Atlantic power is significant in itself. But if ministers in the

Asia-Pacific forum endorse clear steps toward free regional trade, the meeting "has the potential to be quite historic," said John S. MacDonald, a technology consultant who is Canada's leading adviser to group. He added, however, "If they don't, it could just be a footnote to history."

Frank B. Gibney, president of the Pacific Basin Institute in California, said the Seattle meetings could represent "a break with the NATO era." But he added that American companies would need to become more alive to the opportunities in Asia than they have been so far.

Essentially, two meetings will occur. Foreign and finance ministers will meet Thursday and Friday at the Seattle Convention Center in the annual Asia-Pacific forum session, which the United States chairs this year.

A joint declaration sketching broad aims for trade and investment in the Pacific already has been informally approved. U.S. officials foresee a separate, joint "economic vision" statement emerging from the heads of state meeting.

That session will be quite unlike the formal ministers' meeting. AF-

ter a dinner and reception Friday evening, Mr. Clinton will escort the presidents and prime ministers of more than a dozen Asian nations to Blake Island, a scenic, verdant outpost in Puget Sound off Seattle.

There, in a large cedar Indian "long house," surrounded by totem poles and virgin forest, Mr. Clinton will lead the other heads of state, joined by interpreters but without aides, in the kind of informal get-acquainted session that has become one of his favorite methods of diplomacy.

One U.S. hope is that the leaders will agree to provide the Asia-Pacific forum with fresh marching orders, injecting confidence and vitality into what had been conceived as a purely consultative group.

"APEC needs a blessing from a high level to take its next step," a Clinton aide said. "If we're going to grow, we've got to grow together."

Formal private meetings will be held between Mr. Clinton and President Jiang Zemin of China and Prime Minister Morihiro Hosokawa of Japan. Economic issues will lead the agenda for all the sessions, but security issues, especially the crisis over North Korea's nuclear facilities, will also be discussed, U.S. aides say.

DOUBTS: Asian Leaders Cautious on Trade Deal

Continued from Page 1

report on such issues as trade and investment barriers in the Asia-Pacific region and ways to cut the costs of doing business in the region.

Charlene Barshefsky, the deputy U.S. trade representative, said that the declaration, if adopted by ministers, "will represent a substantial step forward for APEC" because it "outlines an evolving trade and investment policy role."

But Edsel Custodio, the Philippine undersecretary for trade and industry, said that the Association of South East Asian Nations would oppose any U.S. plan to transform the Asia-Pacific forum into a trade negotiating body.

He said that since APEC's founding in 1989, ASEAN's fundamental position had been that the

group should remain a loose consultative forum without power to make binding decisions on economic issues.

Asian officials said that even if Mr. Clinton arrived in Seattle fortified by a favorable congressional vote on the North American accord, he would have trouble moving Asia toward an Asia-Pacific free trade zone at Washington's preferred pace.

East Asian nations do not want to be pressured into rapidly lowering politically sensitive trade barriers, officials said.

Nor will they risk taking regional action at this stage that could provoke protectionist measures in Europe, which is East Asia's second-most important foreign market, after the United States.

Rapid economic expansion in much of East Asia offers the Unit-

ed States the opportunity to bolster exports and therefore jobs and domestic growth. But Japan, China and many other countries in the region run substantial trade surpluses with the United States. The Clinton administration wants to reduce these surpluses by a region-wide lowering of trade barriers.

"We view APEC as the most promising forum we have to advance regional trade and investment liberalization, and anchor the U.S. firmly in the world's most dynamic and fastest growing region," a U.S. official said.

Referring to the potential for major trade conflicts between the United States and East Asia, Mr. Goh proposed in Seoul on Tuesday that Singapore and South Korea use the Asia-Pacific forum to help promote a freer flow of trade and investments across the Pacific.

EuroBusiness

NOVEMBER 1993

Sasea and the Beaverbrook connection

Breaking up the skies
and dividing the classes
Reconstructing property
Digital superhighways
The corporate concierge
Iberia: special report

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THE MONEY REPORT

Australian Investors Irked by Murdoch's Super-Share Plan

Compiled by Our Staff From Dispatches
SYDNEY — Rupert Murdoch's News Corp. Ltd. was roundly criticized by many of Australia's major institutional investors, who opposed the media tycoon's plans to entrench family control of his flagship with super-voting shares.

The Australian Stock Exchange asked for public comment after announcing earlier this week that it would review its long-standing principle of one vote for one share in order to accommodate Mr. Murdoch's plans. The exchange said it expected to make a decision by the end of the year.

Most of Australia's largest investors, including 48 institutions that manage more than 250 billion Australian dollars (\$166 billion) in funds, made it clear that they feared such shares would damage the Australian market.

"Widespread use of measures to consolidate control of corporations in the hands of minority shareholders would soon result in Australian companies being severely constrained in their ability to tap international and domestic capital markets," said the Australian Investment Managers Group.

"The trend internationally is away from different classes of voting stock, and organizations representing institutional shareholders around the world are opposed to them," it said.

The California Public Employees Retirement System, the largest U.S. pension fund, threatened Sunday to dump its stake in News Corp. if the company proceeded with the plan to issue super shares.

Each of the proposed super shares would carry 25 votes, compared with the one vote empowered by ordinary shares. Once the votes

were transferred, they would lose their extra voting power.

Fund managers said the Murdoch family could increase its control of the corporation without investing money because it would hold its super shares while smaller investors eventually sold their stock and lost the extra votes.

The company's shares, which recently have traded as high as 12 Australian dollars, fell as low as 9.94 dollars on Thursday before regaining some ground to close at 10.18 dollars, down 16 cents from Wednesday.

While the market was uneasy about the implications of Mr. Murdoch's plans, there was perhaps some resentment about hints that News Corp. might move its primary listing out of Australia, said Bruce Rolph of Salomon Brothers Inc. "I don't think people in Australia like the idea that Murdoch did use a bit of leverage with a threat to take the third-highest capitalized company offshore," he said.

(Reuters, AFP)

Japanese Pare Portfolios Balance-Sheet Rescues Pressure Equities

Compiled by Our Staff From Dispatches

TOKYO — With Japan's corporate earnings on their way to an unprecedented fourth annual decline and the economy slumping, Japanese companies are selling massive amounts of stock holdings to help prop up their balance sheets.

Manufacturing giants such as Nissan Motor Co., Nippon Steel Corp. and Mazda Motor Corp. are among the companies that say they are selling tens of billions of yen worth of shares in their portfolios this year to help cover losses.

The current trend is a reversal of the practice of the late 1980s, when companies were aggressive net buyers of stocks. During those so-called bubble economy years, many businesses actively participated in *zaitech*, or speculative trading in equities, to fatten their profits.

More compelling is the fact that hard economic times are leading some companies to do something that was once taboo: sell part of their corporate cross-shareholdings.

In the six months ended Sept. 30, Japanese nonfinancial corporations sold a net 958 billion yen (\$8.89 billion) of stocks listed on the Tokyo Stock Exchange's first section, almost four times the year-earlier total, and the pace was rising in recent weeks.

The trend indicates that business and government agree, at least, that the slump shows no signs of letting up soon. In its latest monthly report, the

Economic Planning Agency dropped the phrase, contained in earlier reports, that the economy was "poised for recovery."

The stream of stock sales and the possibility of more in the next few months are alarming some analysts and market participants, who say the supply could overwhelm demand in Japan's fragile stock market and drag prices down.

Andrew McGrath, market strategist at Credit Suisse (Japan), said, "You could have potential for a real downside move here."

Share prices are already weakening amid a stream of gloomy corporate earnings and economic reports. At Thursday's close of 18,159, the Nikkei 225 average has fallen 14 percent in two months, from a recent peak of 21,148 on Sept. 13. (Bloomberg, WP)

Ban on Share Buybacks to Be Eased

Japan's Securities and Exchange Commission, an advisory body to the Finance Minister, has set a February 1994 date for allowing companies to repurchase their own shares, Reuters reported, quoting a Finance Ministry official.

The commercial code will be revised to allow the repurchases by that time, the official said, though he added, "We do not consider such changes a measure to support the slumping stock market."

The code now bars companies from buying back their shares except in a few cases, such as a takeover of a company that owns shares in the buyer.

Japanese Cement Deal Set

Compiled by Our Staff From Dispatches

TOKYO — Onoda Cement Co. plans to acquire Chichibu Cement Co. next fall in a stock swap, becoming the biggest Japanese maker of cement, the companies announced on Thursday.

They said they intended to merge Oct. 1 to help cope with slowing growth in domestic demand for cement. Each Chichibu share is to be exchanged for 2.1 Onoda shares.

The companies predicted that the combined concern would have pre-tax profit of 6.2 billion yen (\$76 million) on sales of 264.5 billion yen in the year that ends in March 1995. This would climb to a profit of 10.6 billion yen, on sales of 306.3 billion yen, the following year, they said.

Onoda sold 16.8 million metric tons of cement in the year that ended in March, making it the second largest in the industry, after Mitsubishi Materials Corp. Chichibu sold 6.8 million tons, ranking sixth.

Meanwhile, Onoda announced that its pretax profit in the six months through September fell by 31.5 percent, to 1.76 billion yen (\$16.5 million), compared with a year earlier. Sales dwindled 6.5 percent, to 105.3 billion yen.

For the year that ended last March, Chichibu Cement had a loss of 73.4 million yen, on sales of 79.3 billion yen.

Kazusuke Imamura, president of Onoda, said, "We hope to take the leadership in stabilizing the industry." He is to become president of the merged company, Chichibu Onoda Cement Co. Kazu Moroi, the Chichibu chairman, will become chairman of the new company.

The companies said they would control a quarter of the Japanese cement market after the deal.

(AFP, Reuters, Bloomberg)

Investor's Asia			
Country	Index	Change	% Change
Hong Kong	HK 100	2,042.00	+1.25
Malaysia	KLSE	1,812.71	+0.20
Singapore	SEI	2,042.00	+0.47
Taiwan	TSE	18,159	-1.76
Thailand	SET	1,347.82	+1.75
Philippines	PSI	1,775.85	+0.70
Indonesia	JCI	4,493.61	+1.90
South Korea	KOSPI	1,000.00	0.00
Japan	Nikkei 225	18,159	-1.45
China	Shanghai	1,000.00	0.00
India	S&P	1,000.00	0.00
Colombia	COLCI	1,000.00	0.00
Peru	IPSA	1,000.00	0.00
Venezuela	IVB	1,000.00	0.00
Brazil	IBOV	1,000.00	0.00
Argentina	MERV	1,000.00	0.00
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Colombia	IBOV	1,000.00	0

NYSE

Thursday's Closing
Tables giving the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Table with multiple columns showing stock prices, including NYSE, AMEX, and OTC. Columns include High, Low, Last, and Change. Includes a 'Continued' label.

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INTERNATIONAL FUNDS

Nov. 11, 1993

Quotations supplied by IHSI Ltd. Net asset value information is supplied by the Funds listed with the exception of some equities based on issue prices.

Main table of International Funds with columns for Fund Name, Currency, and Price. Includes sub-sections like 'Other Funds' and 'Yield Enhancement Strategies'.

For information on how to list your fund, fax Simon OSBORN at (33-1) 46 37 21 33.

GERMANY HAMBURG

HOW PORT AND CITY MAKE TOGETHERNESS PAY

Hamburg is a partnership between a city and a port — a partnership that has lasted for eight centuries. Although it has had its share of strains and tensions, it remains a mutually supportive and prosperous cooperation.

All of the world's top-10 ports denominate their ship movements in the thousands, their train and truck

5 billion DM to be invested in port movements in the hundreds of thousands and their transloaded tonnage in the millions. In 1992, Hamburg had 26,600 ship arrivals, some 250,000 train and truck movements and 65 million tons of goods transloaded. This made it

the Middle Ages, the Elbe River was one of the few easy ways into the heart of Central Europe, and in the late 12th century, the junction between its navigable waters and one of Central Europe's main trading routes became Hamburg.

Thanks to the hamlet's grasping burghers, who in the following centuries enacted laws requiring all passing merchants to store their wares in Hamburg for a certain period of time, this junction became a major port.

Commercial acumen was accompanied by an understanding of the importance of infrastructure — Hamburg started digging canals. Today, the city has some 35 major man-made waterways (and countless smaller ones) and hundreds of

trade, shipping up to 150,000 barrels a year to customers as far away as Portugal. Later, cloth, salt, spices and anything else that would fetch a high price were added to its freight bills.

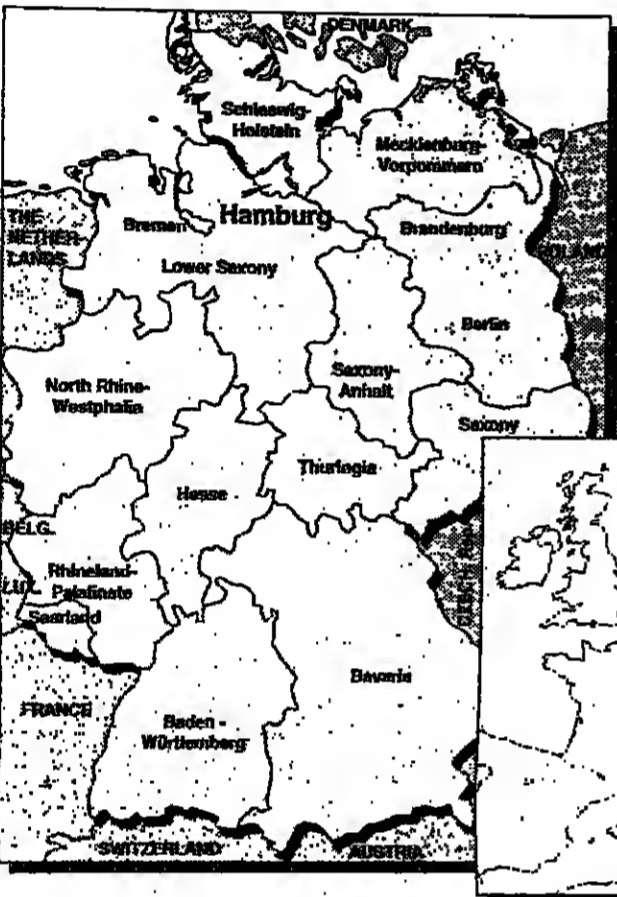
A century later, the Hanseatic League crumbled. Hamburg survived the ensuing military free-for-all relatively unscathed. It had no territorial possessions to lose and no treasures worthy of plundering. The status symbols of that time, the expensive green copper roofs of many Hamburg mansions, were immovable.

Both city and port thrived during the following five centuries by maintaining a low profile. "Never the first one, never the only one, always trading," is how one historian has described Hamburg before the 19th-century advent of the Industrial Revolution. German national unity and the railroad. Those three combined to confirm Hamburg's status as a great port and a large industrial city.

In the early 1980s, however, the 800-year partnership, which had survived two wars and several technological revolutions, met with new problems. A burst of modernization in the



A cargo ship arriving at Hamburg Port — one of more than 26,000 arrivals in a year — symbolizes the flow of trade that has played a major part in making Hamburg a great city.



500 largest companies have their headquarters in Hamburg, and for two-thirds of these, the port is the main place of business operations.

Highly visible elements of today's port prosperity are the storage tanks of Shell, Esso and Deutsche BP. Non-visible are Dakosy and its Seedos, Habis, Zodiac, Douane and other computer-based merchandise tracking systems. Linked in Dakosy (it stands for "data communications systems") and is the systems operator) are 200 customs officials, freight forwarders, shipping lines, safety experts and the police.

The last 10 years have also seen new fruit-handling centers, chemical holding tanks and improved container terminals. They cost about 3 billion Deutsche marks (\$1.8 billion) in public-sector investment alone, and they have produced results. One example: the total number of containers handled in the port has risen 40 percent over the last four years and 100 percent over the last decade.

This new infrastructure has helped the port win its fair share of non-European business. Holding its own against London and Rotterdam, the port and its related facilities have become the European headquarters of such leading international shipping companies as Evergreen and Yang Ming (both from Taiwan), Hanjin and Hyundai (Korea), and Cosco and Sinotrans (China).

With a broad new burst of investment plans, the city and port have renewed their partnership vows. Some 5 billion Deutsche marks will be invested in the port by the end of the century. Of that, the city will supply half. This will be what city officials call "the bottom half" — new transport and storage infrastructure.

THE FREE AND HANSEATIC CITY OF HAMBURG

Area: 755 square kilometers	Flughafen Hamburg GmbH	Tel.: (49-40) 33 33 23 40
Population: 1.67 million	Hamburg Airport	Fax: (49-40) 33 33 27 07
Governing body: Senate	POB 63 01 00	
First Mayor and President of the Senate: Henning Voscherau	D-22331 Hamburg	Handelskammer Hamburg
	Tel.: (49-40) 50 75 25 00	Chamber of Commerce
	Fax: (49-40) 50 75 12 34	Börse
Useful Addresses:	Hamburg Messe und Congress GmbH	D-20457 Hamburg
HWF Hamburgische Gesellschaft für Wirtschaftsförderung MBH	Hamburg Fair and Congress	Tel.: (49-40) 361 380
Business Development Authority	POB 30 24 80	Fax: (49-40) 36 13 84 01
Hamburger Str. 11	D-20308 Hamburg	Tourismus-Zentrale
D-22083 Hamburg	Tel.: (49-40) 35 690	Hamburg Tourist Board
Tel.: (49-40) 22 70 19 34	Fax: (49-40) 35 90 52 08	Burchardstr. 14
Fax: (49-40) 22 70 19 29		D-20095 Hamburg
Hafen Hamburg Verkaufsförderung und Werbung e.V.	Wirtschaftsbehörde	Tel.: (49-40) 300 510
Port of Hamburg Marketing and Public Relations	State Ministry of Economic Affairs	Fax: (49-40) 30 05 12 54
Mantelwiete 2	Alter Steinweg 4	Berenberg Bank
D-20414 Hamburg	D-20459 Hamburg	Joh. Berenberg Gossler & Co
Tel.: (49-40) 36 12 80	Tel.: (49-40) 35 04 16 02	Neuer Jungfernstieg 20
Fax: (49-40) 36 41 22	Fax: (49-40) 35 04 16 20	D-20354 Hamburg
	Hamburgische Landesbank	Tel.: (49-40) 34 96 481
	Gerhard Hauptmann Platz 50	Fax: (49-40) 35 21 32
	D-20095 Hamburg	

one of the world's top-10 land-water transloading points — the second-largest in Europe and the largest in Germany. In the category of containers shipped, Hamburg ranks eighth in the world.

The top-10 ports are also large cities. In most cases, they started out as natural ports and went on to develop into large cities. A few of them started out as large cities and then developed into large ports.

Hamburg was not a natural port. It was originally just a hamlet sitting on a bit of marshy land 100 kilometers away from the sea.

Nor did this hamlet quickly rise to metropolitan heights — as late as 1860, the city had only 250,000 inhabitants.

For the first few centuries of its history, Hamburg thrived on geographical and historical luck, and much hard-headed ambition and political understanding. In

1960s and '70s had left the harbor with a number of mammoth facilities, notably the Burchardkai and Eurokai container piers, but without an integrating plan. The port was reportedly not working at the time and cost levels of its competitors.

The port was thought by leading political figures to be foundering, and the city thought for a time about separating from it.

A dozen years later, the scene has changed again, and the relationship between port and city has never been closer. Hamburg the port has become a central staging ground for the new industrial and logistic activities of Hamburg the city.

Some 40,000 people work directly for the harbor and its 140 shipping lines and 500 freight forwarders; another 60,000 work in related import-export fields. Today, 46 of Germany's

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TRADE ENRICHES BANKING WORLD

"Anytime a German company sends a power plant to China or a steel-making facility to Venezuela, it's a good bet that a bank in Hamburg was involved," says a German banker, "taking care of everything from the actual financing to supervising the trade documents."

This has been a large and profitable niche for Hamburg's banks for a long

time. Each year, goods worth \$3.5 trillion are traded across regional and national borders.

Hamburg has 197 finance houses, plus 110 insurers, including Germany's second biggest life-insurance company, and a wide range of specialized leasing and brokerage houses.

Like the financial community it anchors, the Hamburgische Landesbank is neither the largest nor most expansionistic of its kind — just the most profitable and solvent, according to independent trade reports. The bank, owned by the city of Hamburg, has displayed a typical Hanseatic prudence in eschewing plunges into currency speculation and other high-flying, high-risk fields.

Most significantly, Hamburg also has an unusually high number of private banks — 20 have their head or branch offices in the city — and of trade and shipping finance activities. Hamburgische Landesbank accounted for 3.6 billion Deutsche marks (\$21

hillion) in ship credits alone. In 1992, one-ninth of Germany's trade was routed through the city. Trade-related finance transacted in Hamburg amounted to 50 billion Deutsche marks. Trade-related financial services — the arranging of revolving credit facilities and of project consortiums — came to many times that.

According to Claus G. Budelmann, managing partner at Joh. Berenberg Gossler & Co., the full name of the city's Berenberg Bank, there is nothing incidental about this concentration of private and trade finance houses.

"Hamburg owes its very existence to individual, privately run trading houses — and to trade financing," he says.

Berenberg is Germany's oldest private bank. It was founded in 1590 as a company trading in fine cloth and other commodities.

Today, the bank employs some 270 people and maintains branches in Frankfurt and Luxembourg, as well as a financial-services subsidiary, Berenberg Finance Ltd., in Zurich. The bank's main activities are the handling and financing of cross-border trade transactions and the provision of short-term working capital and portfolio management, corporate finance and real-estate services.



Handsome modernity: Hamburg's headquarters of Berenberg bank.

advantages working in their favor: a hard currency (the city's "bancomark") and a wide network of trading relationships. Hamburg was an informal leader of the 300-odd cities and trading outposts making up the Hanseatic League.

Berenberg and other leading private banks flourished well into the 20th century, helping to finance the ages of exploration, of steam and of industrial production.

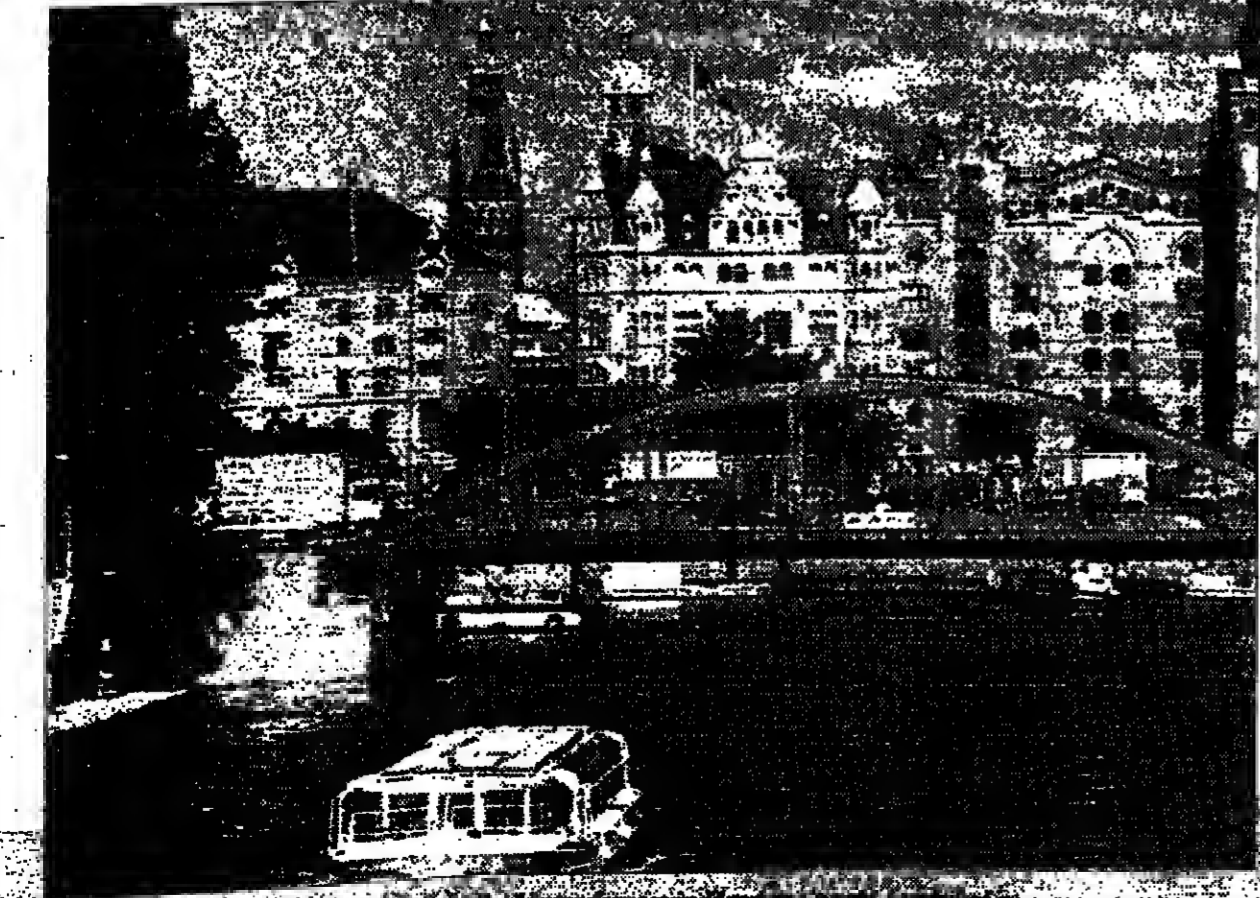
Times were often very difficult in Germany during the first half of the 20th century, with two wars and one bout of hyper-inflation. In 1933, there were 210 private banks in Hamburg alone. In the mid-1980s, that number had declined to 69 for all of Germany.

Today, there are 94 private banks in the country. In the 1960s, they began to find a growing clientele in the country's newly rich. The private banks also diversified into funds management, real-estate brokerage and other applied financial fields.

But that's never been the way in Hamburg. We all have something of the private banker about us. Perhaps not in our ownership, but very much in how — and where — we act."

Mr. Budelmann agrees: "We bankers in Hamburg are generally very much on the go, visiting clients, personally looking into their operations," he says, having himself just returned from such a business trip to inspect timber operations in Vancouver.

"It may be because we all started out as voyaging merchants and never lost that on-the-spot style of doing business," Mr. Budelmann adds.



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ADVERTISING SECTION

HAMBURG

SERVICE-INDUSTRY LINKS HELP TO BRING INCREASED DEVELOPMENT TO HAMBURG



Enlarging Hamburg Airport: By the end of the decade, 12 million passengers a year will be handled.

NEW INTERNATIONAL AIRPORT OFFERS MORE THAN ELEGANT ARCHITECTURE

On November 1, 1993, Hamburg bid a sentimental goodbye to the days of its "private airport." For four decades, Fuhlsbüttel airport had flourished in relative obscurity, doing good but unspectacular business in interregional and intercontinental traffic.

On November 1, mobile television broadcast trucks were parked outside the airport's main doors. Inside were dozens of journalists. It was an impressive turnout, even for a community accustomed to television crews scuttling around Lufthansa's vast airplane-maintenance and testing works adjacent to the airport or the mammoth Deutsche Airbus plant across the river. The occasion was the inauguration of the new Terminal Four.

direct international flights and more transit flights routed via Hamburg. And the end of an era. "It's basically a new airport. At least, it will feel that way to me," says one of the city's frequent flyers. "I think our new terminal puts the airport right in line with the current 'right-sizing' trend in the world's air traffic," says Henning Schultz-Lupitz, head of marketing at Flughafen Hamburg GmbH, operator of the airport.

and 500-meter-long connecting pier. It includes a train station (built for the anticipated extension of city and federal rail lines), a multistory garage and other facilities. With the new terminal, Hamburg is set to handle some 11 to 12 million passengers a year by the end of the decade. Currently, some 100,000 tons of air freight and mail are processed each year at Fuhlsbüttel. This figure is set to rise by as much as 100 percent over the next seven years. The terminal also has a shopping arcade with more than 30 well-known stores, including a branch of Harrods, the famous London department store.

Hamburg is unusually fortunate because the services it provides and the industries it fosters stimulate and enrich one another. The enterprises involved in processing and circulating goods, images and currencies (which account for 75 percent of Hamburg's GDP) go hand in hand with the enterprises producing goods.

Much of the chemicals, coffee, textiles, wheat, sugar, crude oil, spices, rub-

ber and zinc shipped to Hamburg, for example, are processed in Hamburg by such companies as Deutsche Shell, Tchibo Holding AG (coffee) and Norddeutsche Affinerie (metals). The ships themselves are maintained and sometimes even built by Blohm & Voss AG, operator of the city's largest shipyards.

linkage - between scientific research and business. One example is HERA (Hadron Electron Ring Facility), which extends for 6.3 kilometers under west central Hamburg's parks and stadiums. Launched three years ago, HERA is the sixth electron synchrotron built by DESY, Germany's subatomic particle research center. DESY's

Scientific research spurs business

With so much of Germany's food arriving each day in the city, it is helpful that two of Germany's leading food processors and retailers - Edeka and Spar - are located in Hamburg. Immediate access to raw materials could provide a plausible explanation for the presence in Hamburg of such producers of personal-care products as Deutsche Unilever, Beiersdorf and Schwarzkopf.



Link with the world:

- an Airbus ready to leave Hamburg for Buenos Aires.

made ships, and today it makes aircraft. Of the world's top-10 ports, only Los Angeles is involved to the same extent in the aircraft business.

For the last two decades, Deutsche Aerospace Airbus GmbH, the German part of the pan-European Airbus consortium, has been turning out Airbus bodies and entire airplanes from its facilities in southwest Hamburg's Finkenwerder district. Most observers ascribe this to a judicious balance of EC politics and

gnons, charm quarks and taons are no doubt the most esoteric items emerging from Hamburg's 263 institutes of research and higher education; but they are of pertinent interest to the city's electronics producers, faced with operating in ever-changing markets. The people graduating from these programs are also of great interest to industry.

To keep track of this ever-growing number of skill areas and technological developments, Hamburg has turned to its trade-fair authority for help. Held every other year, the professional education trade fair of Hamburg Messe und Congress GmbH attracts crowds of students and their future employers.

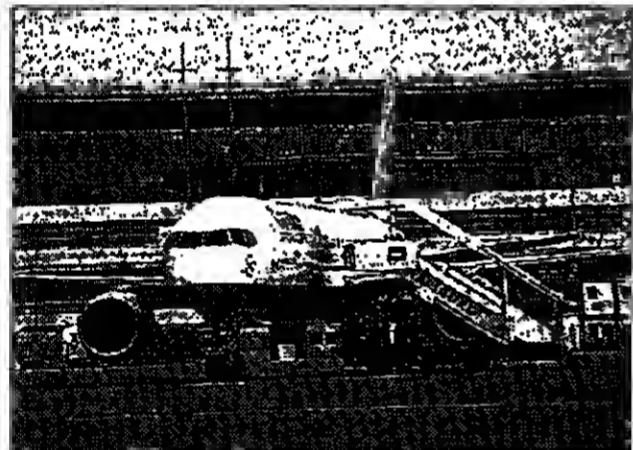
"One of the clearest examples of the traditional congruency between our research and business communities is in medical technologies," states Urda Martens-Jeebe, director of the city's business promotion agency.

"This is a relationship that goes a long way back. It started with the world's first practical implementation of the X-ray technology - visual imaging is still a specialty of our medical facilities and companies - and it now involves such new areas as molecular neurobiology and endoscopy."



Science at work in the laboratories of the university hospital at Eppendorf.

Improved passenger access is an essential element of the Hamburg Airport modernization - access to the aircraft, from the terminal to the city, and by high-speed train to the rest of Europe.



center. Fuhlsbüttel was easy to reach. With only 7 million passengers a year, a quarter of them vacationers boarding charter flights, the airport had none of the milling masses of its larger counterparts. "We always had the feeling that they had put it there for our personal use," says one resident.

After eight years of planning and five years of construction, it now hosts nearly all of the 34 carriers providing scheduled service to Hamburg. While the TV cameras were sweeping around the soaring vault of the main hall, Hamburg's residents were considering what the new era would bring: more

"The day of all-encompassing hubs is over, at least outside America," he adds. "Passengers greatly prefer point-to-point connections and manageably sized airports, and our new terminal fits that bill perfectly." The airport's upgrading involves more than its impressive new terminal

and express rail freight networks; our highways have been revamped where necessary," Mr. Klemm adds. "I think we'll be seeing new transport-related synergies making themselves effective in Hamburg over the next few years."

COMPACT FAIRS STAY CLOSE TO THEIR MARKETS

Hamburg's trade-fair center is located near the city center, giving it an advantage over Germany's other "Big Seven" trade-fair grounds, which are a 10-to-15-minute ride away from their city centers.

In Hamburg, it is only a brisk 10-minute walk from the Alster to the trade-fair center. The first thing visitors see on arriving at Hamburg's fairgrounds is not huge parking lots but beautiful green spaces. Separating the city's trade fair grounds and its congress center is the Japanese Garden, part of the Planten und Blömen botanical gardens. An older counterpart, the Alter Botanischer Garten, conveys walkers from the Japanese Garden to the heart of the city.

The trade-fair buildings themselves are different. The first-time visitor, used to ever-growing sprawls of other trade-fair grounds, finds in Hamburg's compact, multi-story halls a welcome change of pace. This compactness - the fair halls nevertheless have 62,500 square meters of exhibition space - is much praised by the more than 1.2 million businesspeople and professionals who attend Hamburg's 50 major events each year. "Low search time, high proximity" is how one exhibitor describes the fair-

ground's unique advantages. These qualities have affected the city's trade fairs themselves, according to Franz Zeithammer, president of Hamburg Messe und Congress GmbH, the city's trade fair authority.

"The fact that we're an integral part of downtown Hamburg - a very attractive city - is a great advantage to our visitors and exhibitors," explains Mr. Zeithammer, who has been running the shows in Hamburg since 1985. "To us, it means that our opportunities to grow spatially are very limited. To overcome this challenge, we have had to make sure that each square meter is used to its full advantage at each fair. And accomplishing that means staging fairs with close 'market fits' between exhibitors and visitors."

To get this fit, Hamburg's trade fairs are increasingly organized around the needs of specific sectors, instead of general product areas. Events have an increasing "congress content," with parallel events taking place at CCH Congress Center Hamburg's 17 conference rooms, which hold a total of 7,500 persons.

Hamburg's trade fair line-up does, of course, include such broad-based (and very Hamburgian) events as the world's largest shipbuilding and marine technology event, known as SMM, and Europe's leading restaurant and catering fair, InterMorga.

Recently instituted fairs have been centered around specific services - such as the renovation of old houses and apartment buildings - and single-market product "packages." Transpack, for instance, integrates the complementary needs of freight forwarders, packaging manufacturers and corporate shipping departments into a single event. There is a reason for this move, according to Mr. Zeithammer. "Trade fairs have long since been created for all major and minor product areas. In most cases, there are several competing annual events, with companies generally attending the ones within a couple of hundred kilometers of their place of work," he says. "In Germany, companies and people are only willing to attend events that show them what to do with products and how products can be made to work with each other."

The situation in many places abroad - in Central and Eastern Europe, for instance, or the rapidly developing countries of Asia and Latin America - is completely different. Trade fairs and product shows of all description are objects of strong local interest.

For Germany's trade-fair authorities, traditionally major exporters of event-related expertise, staging exhibitions and fairs in those regions involves tailoring proven fair concepts to local conditions. "I do think we Hamburgians do have an advantage in this regard," says

Mr. Zeithammer. "We're very close to these markets, geographically or commercially. Hamburg's been trading with and in many of these regions for centuries."

Hamburg has been trading with China, for example, since the clipper-ship era. After World War II, a number of Chinese import-export agencies were set up in the city. With the advent of economic liberalization during the last few years, these agencies have been upgraded into full-fledged companies. Numerous others have flocked to join the pioneers. Today, according to Urda Martens-Jeebe, director of the HWF (Hamburgische Gesellschaft für Wirtschaftsförderung), the city's business development agency, there are now over 100 Chinese companies in Hamburg, with 23 of them having arrived during the past year.

Mr. Zeithammer's strategy has been to create two-way trade fairs from these ties. Hamburg Messe stages and participates in major trade fairs and production exhibitions in China every year. These involve various mixes of German, Chinese and other Asian participants. Going the other way, Hamburg Messe has made a specialty out of holding Chinese product exhibitions in Germany. In June, for example, 100 exhibitors from China's booming Guangdong province exhibited (and sold) a wide range of products on the fair grounds.



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ADVERTISING SECTION

ADVERTISING SECTION

HAMBURG

LAKE COMBINES PUBLIC AND PRIVATE QUALITIES

The banks of the Alster, 9 kilometers long, serve as tracks for sunrise joggers and romantic after-opera promenaders. Some 1,200 sailboats and 400 row and paddleboats reside on the 182 hectares of water in this lake in the center of Hamburg. The Alster is Hamburg's best view, its most common photograph and every tourist's starting point.

There is one thing the Alster is not. It is not quite natural. In the 13th century,

Pecking order at Christmas lunch

the city-state's town fathers decided to treat themselves (and their thriving city) to an inland sea. They took the last 3 kilometers of the Alster, a peaceful river flowing south from Schleswig-Holstein, and built a dam at its junction with the Elbe.

This turned the marshy Alster's Hamburg portion

into a gracious lake. Later on, a succession of bridges divided the lake into two parts: its smaller inner section — the "Binnenalster" — on the south side, and the larger outer section — the "Aussenalster" — on the

north side. It took another seven centuries to build up today's rich assemblage of private clubs, bank houses and villas, and public buildings, including consulates, hotels, restaurants and the office buildings of interna-

tional insurance companies and shipping lines.

For 2.2 million tourists a year, these Alster-side buildings are a harmonious backdrop to the dancing waters and waterside bustle. Inside the buildings,

today's city fathers and mothers find a private world to conduct business and leisure-time pursuits.

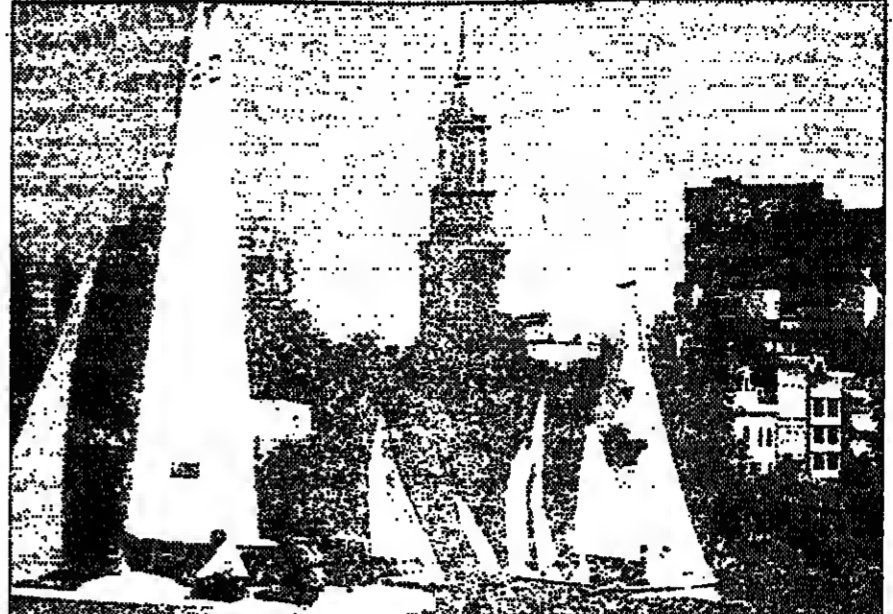
"In my spare time, I occasionally walk around the whole Alster — both parts. It takes two hours, and that's at a brisk pace," says Moreno Occhiolini, the managing director of the Hotel Vier Jahreszeiten. His leisure activities are often centered around the Alster's public world, and his profession involves ministering to its private sphere. The hotel, regularly rated as one of the world's best, is located at the southwest corner of the Binnenalster.

"One of the most important traditions in Hamburg is Christmas Day lunch at the Hotel Vier Jahreszeiten," says Andrea Reuther, Hamburgian by birth and inclination. "Over the generations, an intricate social pecking order has grown up around who sits where."

This Hamburgian institu-



The banks of the Alster offer moments of peace and relaxation near the center of bustling Hamburg.



A fresh breeze on the Elbe makes for lively sailing beneath the buildings of the city of Hamburg.

tion turns out to be surprisingly young. The hotel was launched "recently" — in 1897 — though its buildings are some three decades older. The institution is also under relatively young management. Mr. Occhiolini, now in his second stint in Hamburg, is 39 years old. He has been at the helm of the hotel for the last two years.

Mr. Occhiolini, a native

of Montecatini, Tuscany, explains why his hotel and Hamburg have "matching styles."

"As a great trading center," he says, "this city prizes the worldly, being in the thick of the world and its many events. And, by our very public location, we are very much in the center of Hamburg's world. There aren't many people who don't make their way up

and down the Alster's banks or on its waters. On the other hand, the Hamburgian also prizes being private, being away from the world and its scrutiny. "At Vier Jahreszeiten, there are no pulse-pulling up at our front door, we don't have a ballroom or room-to-room telephones, or anything else that would disturb the guest's very private world."

'LOCALLY' MEANS THE GLOBAL MARKETPLACE

On a per capita basis, Hamburg has been the country's most prosperous state for as long as the Federal Republic of Germany has been keeping statistics. But until 1987, Hamburg's rates of growth were well below Germany's average and its rates of unemployment were much higher.

In 1987, that changed, and after a dip in 1988, Hamburg has been steadily recording better growth than other parts of Germany and Western Europe. This year, Hamburg has been outperforming all the country's other western states and has withstood the recession. With a good fourth quarter, the city could have a break-even year.

If its output in goods and services are good, Hamburg's "inputs" are even better. Over the last seven years, companies have invested some 5.4 billion Deutsche marks (\$3.4

billion) — counting projects facilitated by HWF (Hamburg's business development corporation) — to be present in this city-marketplace. Of that, 1.5 billion Deutsche marks came from 611 companies and operations new to the city, many of them from outside Germany and outside Europe.

This influx has been gathering pace. The city now hosts 100 companies from China. Twenty-three of them arrived during the last year, as have many from Taiwan, Korea, the United States and other non-European countries.

What has worked this change? "The city's businesses have always been oriented toward going out into the world and searching its markets for opportunities," says Hans Burmeister, senior official at Hamburg's State Ministry of Economic Affairs. "We're market-driven here and have been that

way for a number of centuries. And the markets were always driving hard and always asking for something new. That's why there are no monoliths or monocultures in Hamburg, but rather a polycultural corporate community.

In this view, the shorter the product lives and the more intricately interdependent the market niches, the better it is for Hamburg. Because many international companies trade and produce in this microcosmic world market, Hamburg is able to experience the currents of the world market at first hand.

"We were always a favorite outpost for non-German companies," says Mr. Burmeister. "But now there are many more of these companies, and they are doing much more within the city's economic boundaries. To be in international markets nowadays, all most companies in Hamburg have to do is to

open their front door. The world market has been setting up shop in our marketplace.

This trend gives Hamburg the sectoral and international diversity required of a modern business center. Its spatial organization gives it another important quality: access.

"More than ever before, markets are made by proximity, on the fact that various sectors can transact and interact with each other on an immediate basis," says Urda Martens-Jeebe, member of the board of directors in charge of investment recruiting of HWF.

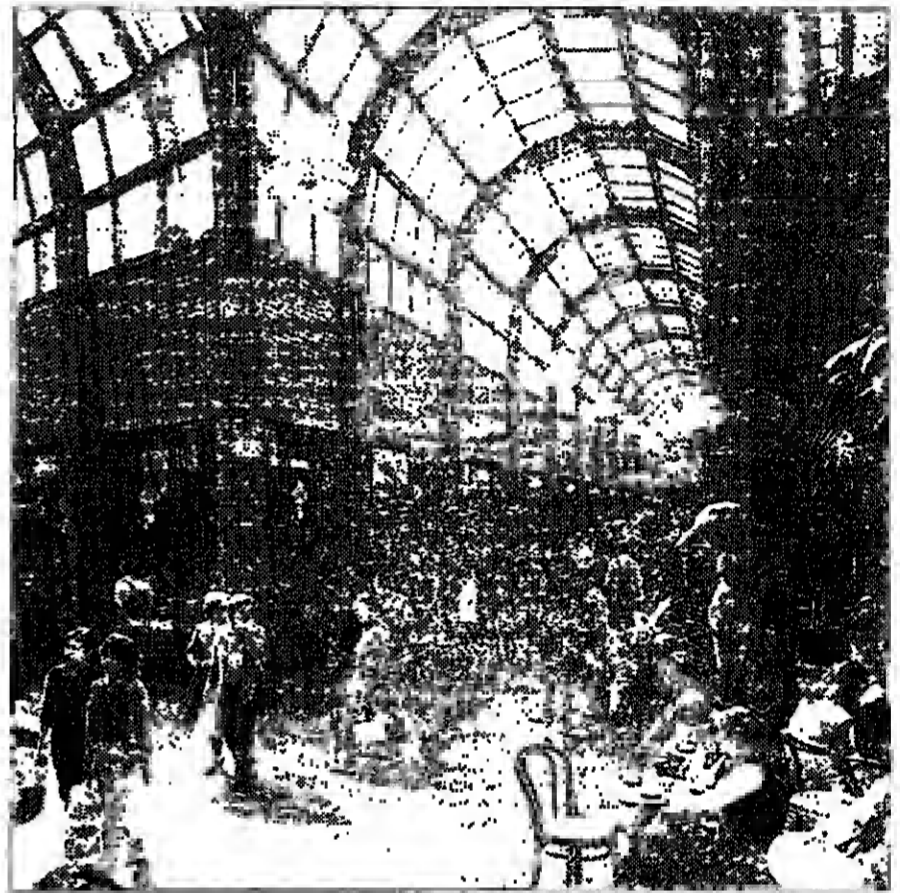
"Many of our most productive areas look like green, residential neighborhoods. In fact, a lot of the city's executives live within walking distance of their companies," she says. "It's only at a second glance that you notice that a medium-sized production operation is located next door to a technical-services provider,

and that farther down the street is a trade finance bank and a lawyer's office.

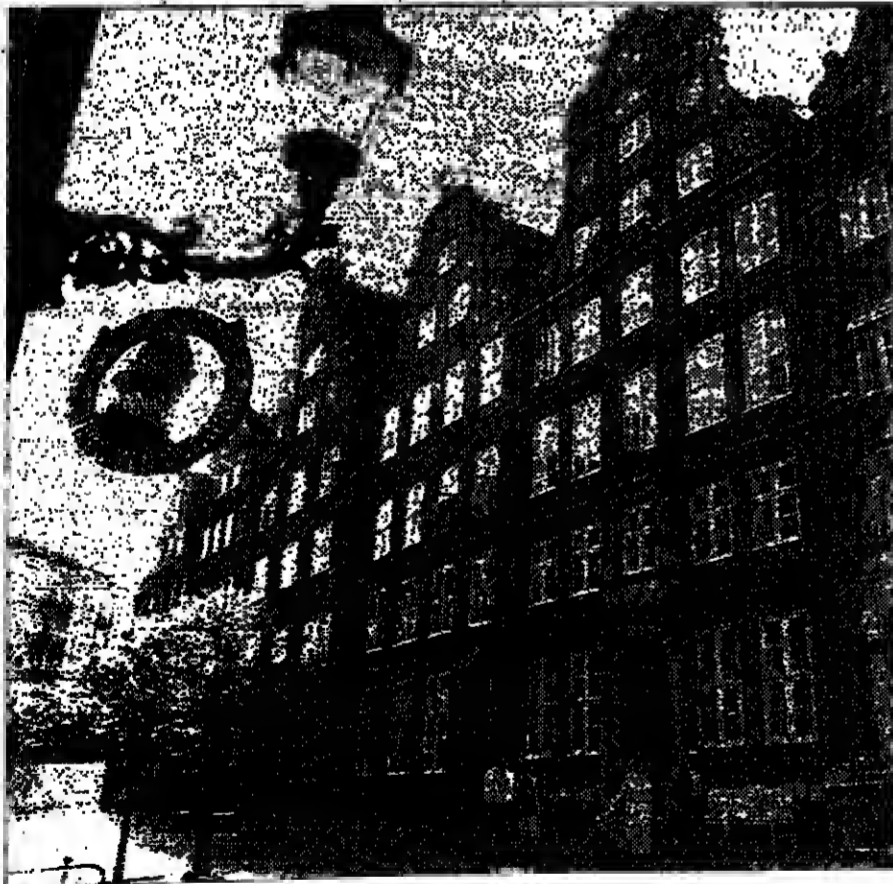
"We do of course have large-scale industry, and we can accommodate any industrial establishment, no matter what the size. But this mix is typical of the city."

The actual number of these multifunctional companies is constantly shifting. Their current individual activities are in such a state of flux that statistics are difficult to find. One of Hamburg's large automobile shippers — nominally a wholesaler — turns out to have upgraded its finishing services into full-fledged tuning and customizing activities, making it a service company. A Chinese import-export house starts assembling electronic devices, moving it into the light manufacturing sector.

"When you're acting locally in Hamburg," says Ms. Martens-Jeebe, "you are thinking globally."



Architectural distinction adds to the pleasures of shopping in Hamburg.



The red-brick baroque architecture is lovingly preserved in Peterstrasse.

RED-BRICK CITY EXPLODES INTO POSTMODERNISM

Hamburg's architecture demands attention. Every month, it seems that another postmodern or neo-Fritz Schumacher (Hamburg's early 20th-century master architect) edifice is completed, and Hamburg seems to have a new interior mall or another "galleria" in which product opulence and architectural excellence vie for the visitor's attention.

Many of the city's traditional red-brick houses and warehouses have not been immune to the trend. Their exteriors are still Hamburgian, but they are even rosier after extensive sprucing up. Their interiors often contain an eclectic mix of locally produced modern art and cultural imports from other nations and other eras.

Why this architectural explosion is happening in Hamburg is a matter of considerable speculation. Konrad Kentmann, senior

executive at Hamburgische Landesbank, sees financial forces at work. "This was all set off in the 1980s, when investors, especially those from Scandinavia, were looking for safe, profitable places in which to put their money on a long-term basis," he says. "Hamburg's been a prosperous city for generations, for centuries, and it was, at the time, suffering from a shortage of real estate."

The rash of recent building completions represents the conclusion of this decade of investment, which has left the city with 10 million square meters of office space, one-seventh of it built during the previous 10 years.

"A controllable and controlled boom" is how Mr. Kentmann describes it. "We've built steadily but not excessively in Hamburg," he adds. "Both supply and demand have stayed in rough parity with each other, keeping rents at acceptable levels. We now have enough office and industrial space to take care of demand until the end of the decade. With a current office-vacancy rate of just above 3 percent, there will not be a bust."

That explains why the buildings were constructed, but not their imaginative and expensive designs. Claus G. Budelmann, managing partner at Hamburg's Berenberg Bank, has an explanation for the corporate caste's embrace of the modern and the sumptuous. "It's a question of heated local rivalries with very positive results for the city as a whole. In the 1970s, the first galleries were built.

And because they were so pioneering and opulent — a good example is the Hanse-Viertel — every galleria that has been built after them has had to be at least as striking."

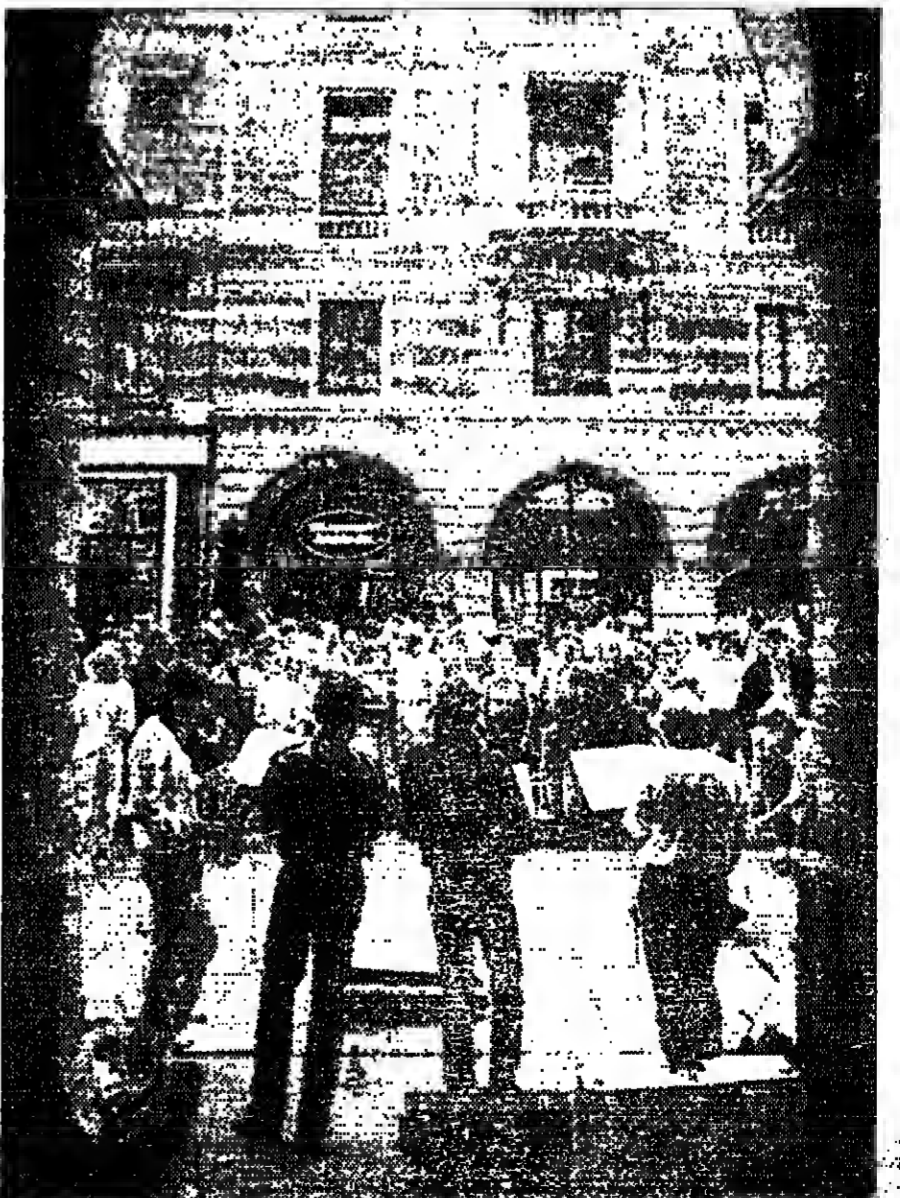
The same trend, says Mr. Budelmann, is seen in office buildings. "The new headquarters of Gruner & Jahr (Germany's largest

quality magazine publisher) have been featured in every architectural magazine in Europe," he says.

"So every other publishing house and media company in the city sees the need to follow suit or even surpass G & J. Same thing with insurance. Zurich's new building has probably sent a number of our other

insurance companies to the drafting tables."

Also notable is the Speicherstadt, a complex of late-19th-century red-brick buildings located near the port whose upper floors, transformed into offices for import-export firms, have also captured many pages of coverage in Germany's architectural magazines.



Smart shoppers, framed by the more traditional architecture, entertain a crowd in central Hamburg.

THE CITY THAT MAKES THE NEWS

The statistics show that Hamburg has the right to lay claim to being Germany's "media city."

Fourteen of Germany's 20 largest magazines are published in Hamburg, and the city accounts for 50 percent of the country's total circulation of daily, weekly and monthly newspapers and journals. About 40 percent of those working in Germany's media and related technical sectors reside in greater Hamburg, and five major television stations and dozens of record companies operate in the city.

The rest of Germany is less impressed with the statistics than with the power of the media in Hamburg. If the news is hard-hitting and country-shaking — or just deliciously sensational — it almost certainly originated in Hamburg. Hamburg provides the country with its catchiest and most outrageous advertisements, its splashiest tabloids, its late-breaking TV bulletins and its muckraking documentaries. Hamburg also takes on the job of being Germany's opinion-maker and thought-provoker.

It is sometimes hard to remember

that the city is relatively new to its media primacy role. Most of Hamburg's media powers — Der Spiegel, Stern, Springer Verlag — are post-World War II migrants. The reasons they give for choosing the city as their base are sometimes practical — "Hamburg was one of the few places in Germany where paper was available after World War II," explains one publisher — and are sometimes philosophical — "Perhaps it was Hamburg's tradition of free speech and very free thought," writes Merian magazine from its Alster-side headquarters.

SPORTS

Barkley Trumps Spurs, Kukoc Rescues Bulls

PHOENIX — David Robinson got his points and Dennis Rodman got his rebounds. Charles Barkley, however, got both, and Phoenix point guard Kevin Johnson continued scoring as the Suns rolled to a 101-93 victory Wednesday night over the San Antonio Spurs.

"I thought we were where we wanted to be, and then Chris Whitney went down and we kind of lost it," Robinson said of what he called "that little crucial stretch at the end of the third quarter."

Whitney, who played Johnson to a near-standstill for three quarters, was accidentally hit in the face by Rodman's forearm early in the fourth and played only five minutes in the final period.

Meanwhile, the Suns used a 9-0 run to open an 87-73 lead with 5:10 left and cruised to their third straight victory after a season-opening loss.

Barkley had 35 points, 20 rebounds and got both assists during the rally. Johnson, who scored 67 points in his previous two games, had 19 points, 13 assists and four steals.

Robinson scored 32 points, while Rodman pulled down 25 rebounds for the Spurs, but tried only one shot, which was blocked.

"He might not shoot, but you have to monitor him like a great 3-point shooter on offense. You have to concentrate on him solely, because an offensive rebound is as good as a basket at key times," said A.C. Green, who shadowed Rodman most of the game.

The Spurs scored only nine points in the first 10:28 of the final period, which began with the Suns leading, 78-73. In that span, Phoenix took a 98-82 lead.

NBA HIGHLIGHTS

"I thought our defense has been pretty good except for the first night, and that's been keeping us in the game," Phoenix coach Paul Westphal said. "Then we find somebody who is hot. If we're ever clicking on all cylinders, it's a blow-out."

The Suns won three of four games from San Antonio last season, the last two by two points or less, and knocked the Spurs out of the Western Conference semifinals, 4-2, winning the last game 102-100 in the final contest played at HemisFair Arena.

The first 1993-94 meeting started the same way, with six lead changes and five ties in the first quarter, and continued that way until the Spurs

went 7-0 minutes without a basket, from Robinson's three-point play with 3:21 left in the third quarter to Terry Cummings' 17-foot jumper with 7:51 to go in the fourth.

Is Toni Kukoc the new go-to guy for the Chicago Bulls?

"No thank you," he said after beating the Bucks, 91-90, with a last-second 3-pointer in Milwaukee. "For tonight it's great. But tomorrow is a new practice."

Brad Lohaus hit two free throws with 5.2 seconds left to put the Bucks up, 90-88. But after a timeout, Kukoc got the ball at the top of the key and sank his shot to give the injury-depleted Bulls their third victory in four games.

Milwaukee tried for a final shot, but Lohaus was called for walking. Kukoc, in just his fourth game in the league, scored his NBA high of 18 points.

"Somebody had to take the shot," he said, adding: "This time it was my turn."

"He's got a lot of poise," said the Bulls' coach, Phil Jackson. "When he learns the game, a couple of the mistakes he made, those will be gone. He came through with the opportunity. It was fufill and right, and a just ending for a game like that."



Barkley versus Rodman: 20 rebounds to 25, but in points 35 to 0.

A Pioneering Five in Spain

Starting Lineup of Black Americans Is in Spotlight

ORENSE, Spain — For the first time, a European basketball team has assembled a starting lineup of five Americans. But it is their race, not their nationality, that has attracted the most attention.

"We're five Americans, but we'd be no big deal over here if we were white," said Howard Wood, a 6-foot, 8-inch (2.02-meter) former University of Tennessee player.

The daily El Pais referred to the Coren Orense club's starters as "Los Jackson Five." Another paper called them "five friends from Harlem." They've heard themselves described as the "team from Cameroon" and seen countless headlines playing off the word "black."

"If they want to call us the 'Jackson Five' and mean by that a group that's quickly becoming well known, we'll accept that," said Jackie Espinosa Johnson, the team's 6-5 forward. "But if they're just trying to identify us as a group of black guys, that's not acceptable."

Polis suggest that Spain is among Europe's least racist countries. But, until a few years ago, nonwhites were rare here. Now that there is a steady flow of illegal immigration from Africa and Latin America, the level of racial awareness and sensitivity has not kept pace.

"It's not racism as Americans know it, it's racial ignorance," said Brad Wright, a 6-10 former UCLA and NBA player. "They're not educated here on these issues."

"If they were really racists they would be more subtle about it and never as obvious as they are. They're really just haven't thought about it," Wright added.

"But calling us the 'Jackson Five' is better than calling us the 'Osmond Brothers,'" he said, cracking a smile.

Although Wright has become more tolerant, his Spanish wife, Milagros, has become more critical.

"This country was isolated for a long time and people aren't used to living together with different races," she said. "Spaniards always say they're not racists — and they couldn't be when there were only white Catholics here."

Despite headlines and remarks focusing on race, Coren Orense's starting five say they are treated well by fans and residents of this largely agricultural city of 100,000 in Spain's isolated northwest region of Galicia.

"These guys live well here, and the community accepts them," said their 44-year-old American coach, Tim Shea, now in his 14th season coaching basketball in Europe.

He said he could not see the Spaniards on the team "are 100 percent happy, but I think they understand."

The club, which is among the top six in the tough 20-team Spanish first division, isn't completely American. Espinosa and Wood each have taken Spanish citizenship, which is why Coren Orense can field five foreigners instead of the maximum of three allowed by Spanish league rules.

Wood has a Spanish wife. Espinosa's mother was a Spaniard. Wright, married to a Spaniard, is seeking Spanish citizenship. And Shea is married to a Spaniard.

The only two without a Spanish connection are the guards, Andre Turner, a former Memphis State and NBA player, and Chandler Thompson from Ball State.

"I call these guys the pioneers," said the New York-born Shea. "This is how world and European basketball will look one day."

The Bicycling World's Singular Scotsman

By Samuel Abt

International Herald Tribune

PARIS — A little more than a year ago, Graeme Obree decided that he was "totally fed up with cycling because I had nothing from it whatsoever."

He did not mean honors, since Obree had won a fair number of amateur races in a dozen years of competition in his native Scotland. He meant money. At the age of 27, Obree, a dropout from studies in engineering and economics at Glasgow University, the bankrupt owner of a bicycle shop, was unemployed and broke.

"On the money side I was on the dole and that was it," he continues. "I had no money and a mortgage and a wife and a son. Last October I said, 'I'm through with the bike. I'm never going to ride again.' But there's not a lot of jobs floating around in Scotland so soon I was thinking about making a comeback and what I was going to do was write a book about my experiences."

"Then a friend said, 'You don't have an ending.' What I needed was just one goal for one season for the ending of this book."

Obree pauses and his face breaks into a smile, possibly at his own bravado. The goal he chose was the most revered distance record in the sport: the hour's ride against the clock. The racer, alone on a track, goes just as far as he can in 60 minutes.

Since Henri Desgranges, the founder of the Tour de France, set the record of 35.325 kilometers (23.55 miles) an hour in 1893, it had been pushed up by a line of champions. Fausto Coppi covered 45.848 kilometers in an hour in 1947. Jacques Anquetil reached 47.493 kilometers in 1956. Eddy Merckx reached 49.431 kilometers in 1972 and Francesco Moser broke the 50-kilometer barrier — as big a psychological wall as the four-minute mile — in 1984 when he covered 51.151 kilometers. Nobody had exceeded Moser since although a few had tried and many had dreamed of trying.

"The hour record is everything," Obree says. "There's only so many people who have held it. They number less than two dozen, including Coppi, the winner of five Giro d'Italia and two

Tours de France: Anquetil and Merckx, each the winner of five Tours de France; Moser, the winner of the Giro and innumerable classics, including the demanding Paris-Roubaix race three times — and Obree, the most feared time trial rider in Avy, Scotland.

Last July 16, on the bicycle track in Hamar, Norway, he covered 50.689 kilometers in an hour, fell 462 meters short of Moser's record, said "I'm going again tomorrow" and spent a sleepless night, fearing leg cramps.

Riders usually space record attempts three or four days apart but Obree did not have that

"After all those years of struggling and saving pennies to buy a loaf of bread, it had all been justified." — Graeme Obree

option since the officials who had to time his ride to make it official were leaving late the next morning. "What drove me on," he says, "was desperation. Desperation, necessity. It was the last chance."

Had the money for the record attempt run out? "Hardly," Obree says. "I didn't have any in the first place. Basically I didn't have any money and I saw my chance of getting any money slipping away. If I could humbly do this thing, I was going to do it."

For the second attempt, he changed bicycles, riding on one he designed and built himself partly with material from the family washing machine. Lacking the horizontal bar that usually runs from the saddle to the handlebar post, the bike has a distinctive curve to the handlebars, which are 5-foot-11-inch, 160-pound Obree grips in a light and nearly flat aerodynamic tuck, far over the bars. The position is usually described as "an egg" and he is alone in using it.

He set off early for the track. It was 8:50 when he got there and he was nearly in a frenzy. "Where's my bike? Right. Where's my helmet? Right. Let's go."

"I got on the track and did a few laps" to warm up, Obree continues. "Normally the

starter fusses about, but I was wanting none of that. I said 'O.K., you ready?' and I just went away. And once you start, you're doing it, that's right, you're doing it."

And he did it.

Riding a revolutionary bicycle valued at about \$100 and jutting far over the handlebars as he pushed a monstrously big gear, Obree became the new holder of the hour's record. An hour after he started, he had covered 51.596 kilometers, or 445 meters more than Moser. The gunshot that signaled his breaking of

Moser's record came with more than a minute of the ride left.

Obree was in Paris recently to ride in the Open des Nations track meet. He was not there as the hour record-holder since Chris Boardman, an Englishman, recorded 52.270 kilometers an hour to break Obree's record a week after he set it. The Scotsman was invited instead as the world champion in the pursuit race, in which two opponents set out at opposite sides of the track and race for four kilometers. Obree won the title in August on the same track in Norway where he set his hour record.

"So many people still think of me as the hour recordman, not the world champion," he mused. "Although I held the record only seven days, I'm one of the names on the list now. It was my one chance of doing anything, of winning anything, of being one of the big names."

He is anything but bitter, he insists, that his hold on the record was so short. "I was expecting it," he says of Boardman's success on the track in Bordeaux. "Because it wasn't my best possible performance because I'd ridden the day before. But it may be the best thing that's happened. Now I have another go at setting the record next year. Thanks to Mr. Boardman."

Obree was shown a photograph of him crossing the finish line at the end of his hour's ride with his right hand cocked into a fist in the air and a grimace mixing exhaustion and triumph on his face. What was he thinking then?

He looked silently at the photograph for what seemed to be a long time. Then he spoke: "I thought, at last, after all these years, at that moment..."

"The best was when the gun went before I actually finished the whole hour. When that gun went, ah! Nothing could go wrong — I couldn't finish or a puncture or the fork snapped before I got to the end. If I dropped down dead then, if I dropped down dead, my epitaph would be written already. I had broken the record."

"After all those years of struggling and saving pennies to buy a loaf of bread, it had all been justified. Everything had been justified, all those years. Everything had been justified as soon as the gun went."

"As soon as the gun goes, that's me covered the distance to be covered already. Everything else was extra. The gun goes after you've got the distance. It's a distance record. I was sailing and if I'd wound up dead, I'd still have the record."

Since then, and especially since he set a speed record while winning the pursuit race at the world championships, Obree has had no financial worries. Turning professional and sponsored now by the Bic pen and razor manufacturers, he has ridden without much success in a handful of road races and with great success on the track at the six-day races that fill the European fall and winter. Each appearance brings him a fee of several thousand dollars in addition to his Bic contract. Hard times are definitely over.

The schedule is full through January, when the road season begins to replace the one on the track, said Martin Coll, 29, Obree's brother-in-law and manager. "We go to Grenoble tomorrow, two days later it's Dortmund, two days later it's Geneva, four days later it's Munich, three days later it's Bordeaux. We have to go from Bordeaux to Ghent to race there and then straight back to



Graeme Obree on the track: "If I could humbly do this thing, I was going to do it."

Bordeaux and we race two days there and then to Vienna, a week's invitation to Vienna.

"This is a money-making thing for Graeme," Coll continued. "Next winter they'll want to see him again at these tracks. Whether he gets some medal of any color at the world championships next year, they'll be wanting him in doors at the six-day races. For the demand, you know. People will be wanting to see him again."

Coll and Obree were having a late breakfast at their hotel in Paris, Coll drinking coffee. Obree taking a basket of croissants while he compared his new life to a merry-go-round. "You don't know who's the person who's going to pick you up at the airport, you don't know what hotel you're going to, you have no facts and figures."

Life has changed. "Totally," Obree says. "In terms of security. You can't have a good outlook on life if you can't afford anything, so my outlook on life has improved. Otherwise I'm the same guy except I don't see my wife as often."

"And you don't drink as much," Coll throws in.

"I don't drink at all now," Obree admits. Known before as no stranger to a daily pint or two of beer, he stopped drinking in September because of liver problems complicated by a

lingering lung infection. "Also drink isn't good for performance."

He seemed a bit surprised to be asked why he was riding the merry-go-round.

"Why?" he echoed. "Because it's my job. It's what I'm good at. At the moment this is what I'm good at and you know what they say: Do what you can when you can."

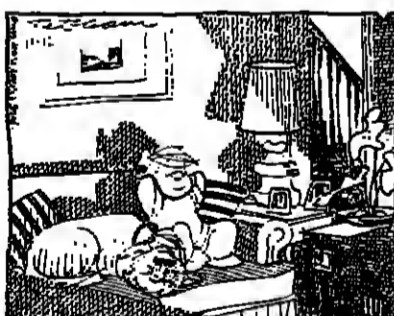
"I'm also doing it for the money. I've got to get as much money as I can. But it's got to be performance-driven. I'll do the performance. Martin will try to get as much money for me as he can. Obviously we go to races where the best money is if there's not too much traveling involved."

"What money means to me is not all those zeroes in the bank, a fancy car or whatever else. It's no more sitting there and thinking what I can't afford to buy."

"You won't live any longer by having money. Life will be just as short as it would be without money," Obree decides. "You've got to make the most of life."

That includes the book he planned to write a year ago. "I'm still going to write it," he says, "but obviously it will be a bit different. Especially the ending. The ending will be nine-tenths of the book now."

PEANUTS



BLONDIE



WIZARD of ID



JUMBLE

That scrambled word game. Use the letters in the word to form four ordinary words.

LUTIG

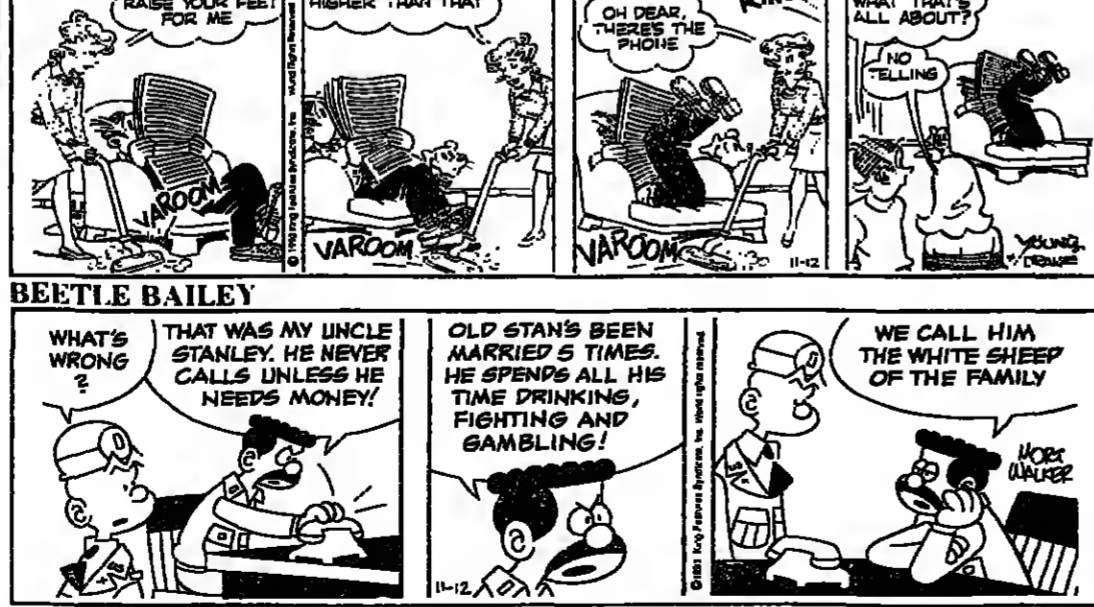
GOSGY

BUTSOE

SIBOPH

Print answer here: _____

BEEETLE BAILEY



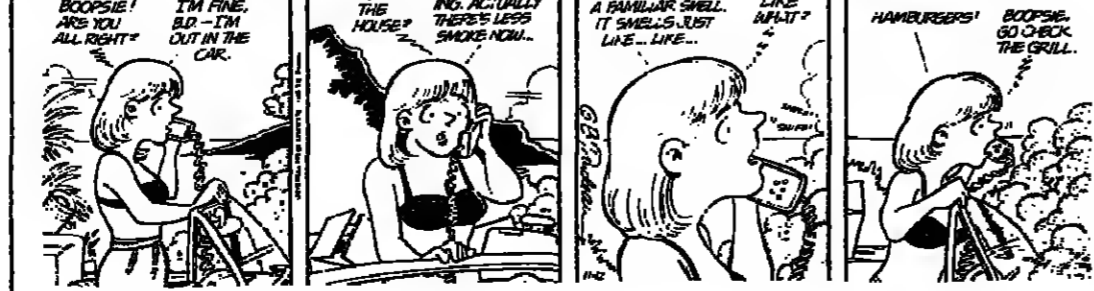
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SPORTS



Frank Thomas with his wife, Elise, and 15-month-old son, Starling, at Comiskey Park in Chicago as his award was announced.

It's Unanimous: Chicago's Thomas Voted MVP of American League

Compiled by Our Staff From Dispatches CHICAGO — Frank Thomas, the other unanimous winners of the AL MVP award... The White Sox first baseman had come mainly to be unanimously voted the American League's most valuable player.

Lament was voted manager of the year. The last team to capture those awards in the same season was Atlanta in 1991, when Terry Pendleton was the MVP. Tom Glavine was the Cy Young winner and Bobby Cox the manager of the year.

Skewed Bowl Picture?

By Steve Berkowitz Washington Post Service WASHINGTON — It is conceivable that Nebraska and West Virginia could go into the Orange Bowl with 11-0 records, but have no chance of winning the national college football championship.

six losses, although two have been to teams that won no-national championships. West Virginia is 8-0, but it, too, is having trouble impressing poll voters. The Mountaineers are seventh in the coaches' poll, ninth in the media poll.

NHL's 'Threat' Angers Officials

The Associated Press TORONTO — The president of the NHL Officials' Association, in response to a league letter warning officials they could be permanently replaced if they strike next week, called it a "direct threat" that has backfired.

No. 2 Irish Have No. 1 on the Run

By Malcolm Moran New York Times Service TALLAHASSEE, Florida — The concept seems simple enough: stop the run. That has been the formula since Dinosaurs vs. Mammoths, the original meeting between No. 1 and No. 2.

Florida State's problems would begin if the Irish can run just enough to create some uncertainty. The Irish are not necessarily as one-dimensional as Lou Holtz, their coach, indicates. Bobby Bowden, the Florida State coach, understood that when considering the possibilities his team could face this week.

Japan Cup Lands Urban Sea-Kotashaan Duel

Compiled by Our Staff From Dispatches TOKYO — Urban Sea and Kotashaan, winners of two of the most prestigious races in Europe and the United States, will run in the Japan Cup in Tokyo on Nov. 28, officials of the Japan Racing Association said Thursday.

The French filly Urban Sea won last week's Prix de l'Arc Triomphe in Paris. Kotashaan won last week's \$2 million Breeders' Cup Turf race in California.

it will pay a first prize of 169 million yen (\$1.57 million). The Japan Cup is the richest horse race in the world. The Breeders' Cup Classic, at \$3 million, comes second.

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SCOREBOARD

Table with columns for Baseball, Basketball, and Hockey. Includes sub-sections for MLB Standings, NBA Standings, and NHL Standings.

BASEBALL

Table showing MLB Standings for Eastern, National, and Pacific Divisions.

BASKETBALL

Table showing NBA Standings for Eastern, Central, and Pacific Divisions.

HOCKEY

Table showing NHL Standings for Eastern, Western, and Pacific Divisions.

SIDELINES

Honda Sets Solar Challenge Record ADELAIDE, Australia (AP) — Hooada's "Dream" car smashed the record Thursday for the World Solar Challenge, completing the 3,013-kilometer (1,870-mile), 52-car race from Darwin in 25 hours and 38 minutes over less than five days.

Miller Gives an Interview, on the Fly

LONDON (AP) — James Miller, who landed his paraglider in the midst of the heavyweight fight between Evander Holyfield and Riddick Bowe, gave his first interview — more or less — and said a mixup caused the whole mess.

TRANSACTIONS

BASEBALL American League CALIFORNIA — Agreed to terms with Mike Brumley, infielder, on a 1-year contract.

RUGBY

RUBBY UNION Australia 43, French Barbarians 24

ENGLISH LEAGUE CUP

Third Round Replay Norwich 4, Arsenal 3 SPANISH FIRST DIVISION Tenerife 3, Barcelona 3

FOOTBALL

National Football League ATLANTA — Pat Hensley, defensive lineman, on injured reserve list. Signed Bill Goldberg, defensive tackle, from practice squad.

COLLEGE

PHILADELPHIA — Signed Marquette Thomas, linebacker, from practice squad. Released Willie White, defensive back.

FOOTBALL

PHOENIX — Signed Duane Cooper, guard, to 1-year contract.

OBSERVER

Crime and Confusion

By Russell Baker
NEW YORK — Americans love crime in movies, television and books, but gibber and quake when it walks their streets. This is one of many contradictions that confuse efforts to reduce crime.

For Pavel Kohout, Theater Without Politics

By Mark Kurlansky
PRAGUE — In this ornate city where theater lives and playwrights are celebrities, Pavel Kohout is a household name. After a lifetime of political opposition, his world suddenly changed five years ago.



Kohout: "For 40 years I was an amateur politician, now I am a professional writer."

is not humane, it does not think about the problems of average people, we will have a new left developing.
Theater has also changed. The vigorous Czech theater tradition has been, in part, a product of the nation's misfortunes.

PEOPLE

A Knightly Ginsberg, Just as Feisty as Ever

Allen Ginsberg, one of the leaders of the Beat Generation of the 1950s, received a medal from Culture Minister Jacques Toubon, making him a knight of the French Order of Arts and Letters.

INTERNATIONAL CLASSIFIED

Appears on Pages 6 & 10

WEATHER

Weather forecast for Saturday through Monday, as provided by Accu-Weather. Includes maps of Europe, North America, and Asia with temperature and precipitation data.

Weather forecast for Saturday through Monday, as provided by Accu-Weather. Includes maps of Africa and Latin America with temperature and precipitation data.

CROSSWORD

Crossword puzzle grid with clues for Across and Down. Includes a solution for the puzzle of Nov. 11.

Large advertisement for AT&T Access Numbers. Features the headline "I wonder if the little guy had fun today?" and lists international access numbers for various countries.